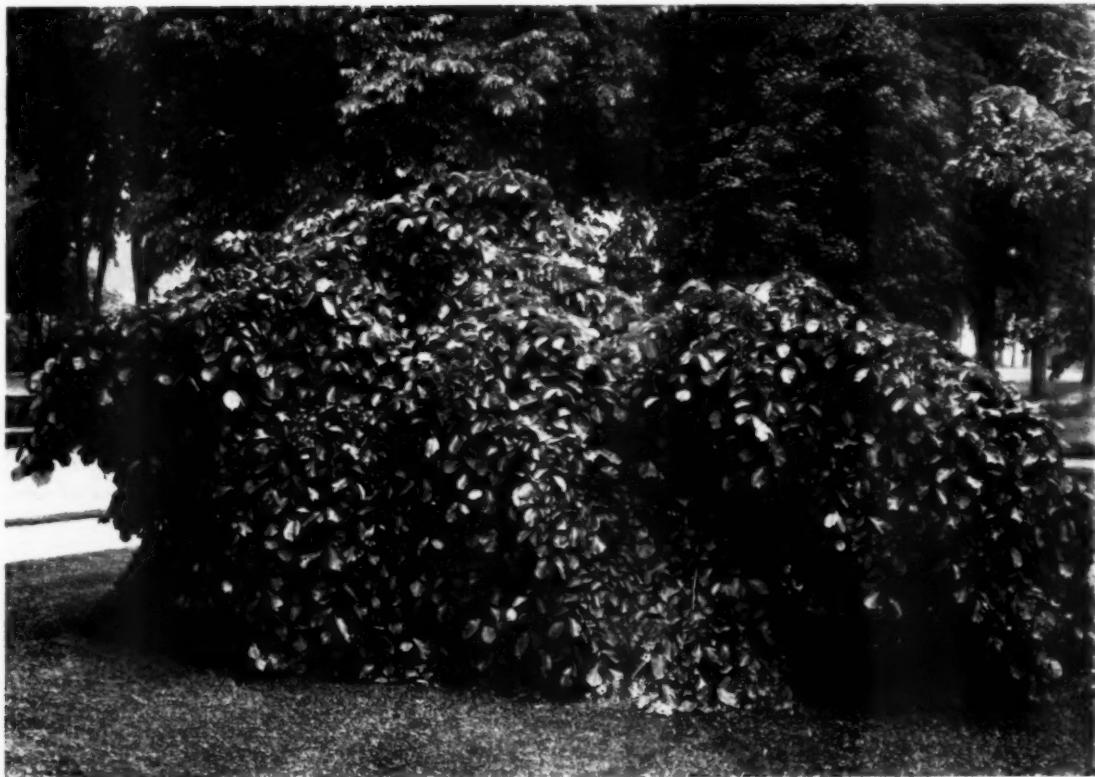


# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

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OCTOBER 15, 1949



*Ulmus Glabra Camperdownii*

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# Mount Arbor Nurseries

ESTABLISHED 1875

• SHENANDOAH IOWA •

# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

VOL. XC, No. 8

OCTOBER 15, 1949

Founded 1904

With which was merged 1939

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Established 1893

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Forms for the November 1 issue will close Monday, October 17.

Mail copy to arrive at Chicago by that date—no later!

# THOMAS BLACK WALNUTS PAPER-SHELL PECANS BEARING-SIZE FRUIT STOCK

**MACHINE-DUG, WHOLE-ROOTED  
FASTER-GROWING STOCK, THAT  
YOU'LL BE PROUD TO SELL**

## THOMAS BLACK— WORLD'S HEAVIEST PRODUCER

This JUMBO, thin-shelled Walnut will grow and bear in all sections. In the upper right-hand corner is a photo of one of our 6 to 7-ft. trees bearing in the nursery row. Right below that is an actual photo of the Thomas Black root system. This grand Walnut is self-fertile and makes a beautiful shade tree, as well as producing an abundance of large, high-quality Walnuts. During the past several years, the Thomas Black has received a great amount of national publicity, and the demand for it is high in all sections. Order early and have WOLFE-grown, MACHINE-DUG Thomas Black Walnuts when your customers call for them.

### PRICES—THOMAS BLACK WALNUT—10 OR MORE

Each	Each	Each
2 to 3 ft.....\$0.65	4 to 5 ft.....\$0.85	6 to 7 ft.....\$1.40
3 to 4 ft......75	5 to 6 ft.....1.10	

## WOLFE'S PAPER-SHELL PECANS

For thirty years, Wolfe Nursery has set the standard of quality in the production of choice paper-shell pecan trees. Now, with the addition of the machine-dug root system, Wolfe offers to its customers the finest pecan trees available to the trade today.

### VARIETIES — JOHN GARNER, BURKETT, SAN SABA, WESTERN SCHLEY.

### PRICES—WOLFE'S PECANS—10 OR MORE

Each	Each
2 to 3 ft.....\$0.90	5 to 6 ft.....\$1.70
3 to 4 ft.....1.10	6 to 7 ft.....2.20
4 to 5 ft.....1.30	7 to 9 ft.....3.10

## PEACH—2-yr. — HEAVILY BRANCHED TREES

Varieties—New Alberta, Alberta, Golden Jubilee, Halehaven, Frank, Frankie, Indian, Texaberta, Early Wheeler, Melba, J. H. Hale.

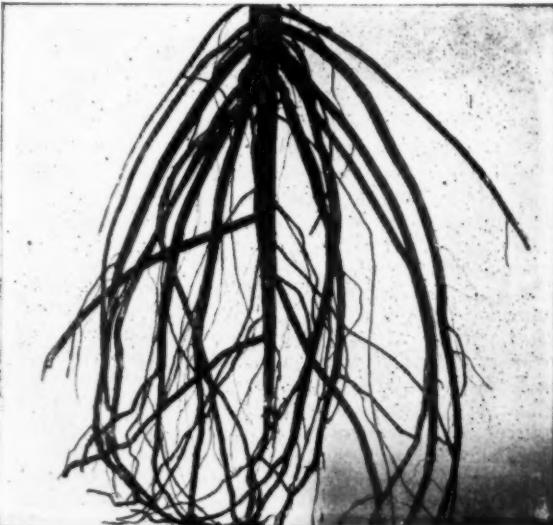
### PRICES—WOLFE'S PEACHES—10 OR MORE

Each	Each
2 to 3 ft.....\$0.15	5 to 6 ft.....\$0.48
3 to 4 ft......25	6 to 7 ft......63
4 to 5 ft......38	7 to 8 ft......75

Write for a copy of our color-illustrated wholesale catalog. It is a complete listing of the highest quality nursery stock available to the trade.



ABOVE: 6 to 7-ft. Thomas Black in our Nursery Row  
BELOW: Machine-dug Thomas Black Root System



Isn't it just good common sense that a tree with a good root system like this has more sales appeal—more chance to live—than a hand-dug tree with little or no lateral roots at all?

WOLFE-GROWN TREES LIVE—PRODUCE

BOX A  
STEPHENVILLE, TEXAS

# WOLFE NURSERY

# AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*  
Joan L. Kilner, *Assistant Editor*

## Editorial

### BASIS FOR BUYING.

Public buying has continued at so generous a rate that the retail nurseryman who does not realize the importance of other factors entering into the business picture may think he can continue to coast along at the prosperous pace of past seasons. Probably autumn planting, already far advanced, will maintain its satisfactory rate, but if strikes in the steel industry, coal mines and other industries are of long duration, spring may require all the sales effort that can be put into it.

Data on business indices issuing from government departments reveal that industrial production has been going downhill rapidly during 1949. Farm income, private capital expenditures and inventory purchases have been on the decline. Consumer spending has receded least of all, though it seems decidedly past its peak. Government spending is the only form of disbursement which has climbed steadily through 1948 and 1949, but this is of such huge proportions already that, even if the administration so desired, it is scarcely conceivable that the government could find ways enough to put money into circulation to offset the declines in other forms of expenditure.

Which way business turns in the next few months depends in large measure upon the settlement of the strikes which have been engaging the nation's attention. The coal strike has already caused extensive layoffs by railroads serving the mines. The effect of the steel strike will be progressive, as supplies of steel are shut off from other industries. Undoubtedly, every effort will be made by the government to prevent these strikes from affecting the country's economy to a marked degree, particularly with congressional elections coming along in 1950.

The continued heavy buying on the part of the public, backed by a high rate of employment at the present time and record savings in the banks, is the brightest part of the picture. With an early settlement of the strikes and a consequent turn in the current trend of other forms of expenditure, the outlook would continue auspicious. But even if your business is all that you desire at the

## The Mirror of the Trade

present time, keep a weather eye on economic conditions and be ready, if necessary, to redouble sales efforts as spring approaches.

### FOR CHRISTMAS TIME.

Christmas has a way of coming every year, and since it follows one of the nurseryman's heaviest seasons, it may take him by surprise if he is not willing to think ahead a bit right now. When folks are filled with the Christmas spirit, they are eager to buy decorative greens, and many are willing to spend a little extra for something slightly different from what the neighbors have next door. Thus, the nurseryman who takes time for forethought now may make a profit come Christmas time this year.

Of course, the sale of Christmas trees is the first thing which comes to mind. However, this is likely to be a highly competitive field, and the nurseryman should be sure he has really superior trees as well as an advantageous position from which to sell them.

However, the nurseryman has an edge on the ordinary Christmas tree dealer because of his greater knowledge of foliages for decoration, and he should plan to exploit this special knowledge for Christmas selling. Not only can he sell shearings from his evergreens, but he is familiar with the foliage of plants which are not well known in his locality, yet which make excellent decorations. Such novelties bring better prices.

Every type of nursery can find something to sell at Christmas time, if the season is planned for in advance. Even growers of deciduous shrubs can use sprays from many of the berried plants, or those with colored foliage which keeps until the Christmas season. Equipment for spraying and dipping these for special effects may be worth while in the long run.

The large nursery which is not handy to retail markets should plan to supply regular and unusual greens and foliage to near-by local florists. It might even sell evergreen liners to florists for use in pot or box arrangements.

The nurseryman who is near enough to retail markets to do so can handle wreaths, festooning, door badges and the like and may also add manufactured novelties which are in season, if he wishes. Of course, if he plans on this type of trade, he must plan on advertising and promo-

tion to bring his wares to the attention of the buying public.

A new service which might catch the imagination of the public would be the A. A. N. gift certificate. This would be an excellent gift for city dwellers to give to friends who have just built a new house and who will need shrubs and trees for home plantings.

It would seem that the only limit to the Christmas trade would be the nurseryman's own ingenuity and foresight. Of course, winter conditions in the nursery will dictate Christmas policy to a degree, but the clever nurseryman can adapt new ideas to his facilities and enjoy a larger share of the Christmas business.

### AGE NOT A PROBLEM.

Asserting that the problem of persons over 65 is largely one of retirement secured by providing adequate benefits and pensions, the commissioner of labor statistics in the United States Department of Labor told an audience recently that he was more worried about the economic outlook for persons between 45 and 64 than for older folks. This concern was based upon the probable turnover in industrial occupations due to new inventions, processes and procedures. In a restricted labor market and with less possibility of advancement on his own job, the middle-aged worker will have something to worry about.

Possibly that is true of factory workers whose jobs are restricting, rather than broadening, but there is still plenty of opportunity in this country for individuals in small enterprises where brains are as much in demand as brawn. At the ages mentioned, the nurseryman is just getting into his maximum earning power.

### POSTAL RAISE BILL.

The bill granting increases in pay to post-office employees was passed by Congress early this month, along with bills for higher rates of pay for other government employees.

The bill did not include, however, any increases in postal rates, as had previously been proposed. Hence this session of Congress is expected to end without changes in postal rates.

THE WKY Radiophone Co., operator of radio station WKY, Oklahoma City, is establishing a new 20-acre nursery this fall.

# Oregon Program Crowds Two Days

The new gold and green banner of the Oregon Association of Nurserymen was displayed for the first time September 29 and 30, when over 100 persons gathered for the organization's annual fall meeting at the Congress hotel, Portland. Large gold letters form the association name in two lines across the top and bottom of the green background. Gold is also used for the Oregon state seal in the center and the fringed edging. Further decorations in the Pompeian room, where all meetings, luncheons and the banquet were held, were the many bouquets of roses from Peterson & Dering, Scappoose, and Roseway Nurseries, Portland, and chrysanthemums from Lambert Gardens, Portland.

Elected to head the association for the ensuing year were E. (Mike) Dering, Peterson & Dering, Scappoose, president; Sigward Edstrom, U. S. Espalier Nursery Co., Sherwood, vice-president; Robert Walker, Holgate Nursery, Portland, secretary, and Lynn Brooks, Carlton Nursery Co., Forest Grove, treasurer. The retiring president, Mrs. Julia Hausch, Roseway Nurseries, Portland, was elected trustee. Holdover trustees are Frank Doerfler, F. A. Doerfler & Sons Nursery, Salem, chairman, and Avery H. Steinmetz, Portland Wholesale Nursery Co., Portland.

## Committee Reports.

The 2-day meeting was opened Thursday morning at 9:30 by President Julia Hausch, who commented that the nurserymen in the state were fortunate in having had no such decline in sales as had been felt in other lines of business, even though two months' business was lost because of the severe winter weather.

Secretary Robert Walker read the complete minutes of the February meeting, and Treasurer Sigward Edstrom reported for the period January 1 to September 27, 1949, stating that the association had a balance on hand of \$1,390.44 and savings bonds with a face value of \$1,625. An auditing committee consisting of Paul Doty, Wayne McGill, Lynn Brooks and George Hausch was appointed, and Mr. Hausch reported for the committee at the final session.

Committee reports were heard next. Since Sam Rich, of Rich & Sons Nursery, Hillsboro, chairman of the legislative committee, had no special report, Wayne McGill, A. McGill & Son, Fairview, chairman of the

transportation committee, gave the first complete report. September 1 there was an increase of two per cent in railroad freight rates and since last April there had been an increase of about four per cent in motor freight



E. (MIKE) DERING.

After two terms as vice-president, E. (Mike) Dering, owner of Peterson & Dering, Scappoose, was last month elected president of the Oregon Association of Nurserymen, which he also served as secretary several years ago.

Active in other nursery groups, Mr. Dering is a past president of All-America Rose Selections, Inc., the new vice-president of the Oregon chapter of the American Association of Nurserymen and a member of the A. A. N. horticultural standards committee and was chairman of arrangements for the national convention held at Portland in 1939.

Mr. Dering was born at Petersburg, Ind., in 1906 and moved with the family to Kentucky when a few weeks old and lived there until he was 4, when his father, who was in the lumber business, moved to Oregon. The family resided in the nursery center of east Portland, where Mr. Dering met and formed a close friendship with E. C. and A. C. Peterson. In 1923 he and the Peterson brothers started in business, growing 10,000 rosebushes, a like acreage of fruit trees and some potatoes.

A. C. Peterson moved east a few months after the business was started, and E. C. Peterson and Mr. Dering continued the growing and distributing of roses. Today over a million bushes are grown annually.

The nursery was located at east Portland for several years, but was moved to Scappoose in 1932. The firm was incorporated in 1934. When E. C. Peterson died in 1937, his brother returned to the firm for several years. In 1944 the corporation was dissolved and Mr. Dering became sole owner.

Mr. Dering was married in 1933, and he and his wife, Amy, have five children, two boys and three girls.

rates. He advised nurserymen to watch the wording of bills of lading to derive the best rates. Postal rates are still being considered for increase by the Congress, and a revised Senate bill would increase fourth-class rate considerably, with the first pound rate increasing from 1 cent to 3 cents for various zones. A letter from the executive secretary of the American Association of Nurserymen, Richard P. White, advised that a survey was being made by the Railway Express Agency to see what loss in traffic it would feel if it reclassified some classes of nursery stock as first-class instead of second-class, a step which would give the agency increased revenue without outwardly increasing rates.

Paul Doty, Doty & Doerner, Inc., Portland, chairman of the arboretum committee, reported that the campaign to establish an Oregon arboretum had advanced more than had been anticipated when the committee met last fall. When its report is filed there will begin solicitation of funds. The state legislature has passed a resolution in favor of the arboretum, but it will not be asked for an appropriation until a more favorable time. Frank Doerfler, F. A. Doerfler & Sons Nursery, Salem, was credited for his efforts at the state capitol in behalf of the arboretum, and he was appointed by the governor as chairman of a committee which visited suggested sites for the project in August. A tract of not less than 200 acres is wanted to start the arboretum in a location where more adjacent land would be available. Mr. Doty called on Dean Collins, garden editor of the Oregon Journal, for a few words about the proposed arboretum, since Mr. Collins has devoted much effort to the project.

Mike Dering, Peterson & Dering, Scappoose, chairman of the membership committee, reported that seventeen new members had been taken in, bringing the total to 124. He read the names of the new members and introduced those present.

Walter Upshaw, state bureau of nursery service, reported for the quarantine committee that camellia flower spot disease had been found in Oregon, but that there was no immediate threat of quarantine against the state. There were no other new or critical quarantine problems in the area. Mr. John Roaf, federal division, barberry quarantine, reported that no barberry or Oregon grape may be shipped

without permit, and seeds can be shipped only from eradicated states, and Oregon is not an eradicated state. Any barberry less than 2 years old cannot be shipped interstate. John Wieman, bureau of nursery service, reported that there are now between 2,100 and 2,300 licensed nurserymen in Oregon, bringing an annual income from nursery licenses to the state of about \$24,000.

### State College Speakers.

A. N. Roberts, associate horticulturist, Oregon State College, Corvallis, introduced speakers for the concluding feature of the program designated as "Your State College Hour." First of the speakers was Dr. R. E. Stephenson, soil scientist, whose subject was "Soils and Soil Conservation." For best handling of soil, nurserymen should know its type. Its physical properties are texture, which is the proportion of sand, silt and clay, which cannot be changed; structure, which is the amount of drainage and aeration, which may be improved by the addition of organic matter, and depth, which is designated as the depth to which the roots can penetrate and function, which cannot be changed much. Dr. Stephenson listed six conservation practices which he regards as important. Reduce excessive cultivation to prepare seedbeds, destroy weeds and break soil crust. Nursery work requires much tillage, but, he said, tillage destroys properties of the soil. Plant on the contour, crosswise, instead of up and down slopes, to prevent erosion. Leave the soil surface rough. Renew humus to improve the soil structure. Rotate crops to add to humus renewal. Dr. Stephenson said that sod, grasses and legumes are best cover crops, and fertilizer should be used with them as the sod holds it. Next best is a temporary cover crop such as Sudan grass. And lastly he advised that nurserymen be sure to adopt an adequate fertilizer program.

### Disease Control.

"Problems in Disease Control" were discussed by Dr. Roy Young, assistant plant pathologist. A question often asked, he said, is why are there so many new plant diseases and from where do they come? There is much wider distribution of old diseases through increased plant commerce each year. There is a large increase in the number of susceptible plants in the many new plant varieties being originated and discovered. There are many more nurseries, resulting in an increase in the number of plants grown. Also there is im-

proved recognition of plant diseases today.

Methods of combating plant diseases include chemical protection, such as sprays and dusts; propagation of plants from disease-free stock, clean crop rotation, sanitation in the greenhouse and field. Sterilization of the soil is an excellent protection against diseases. If steam is not practical for small areas, Dr. Young said that one might use a small electrical pasteurizer, which should be set at 160 to 180 degrees Fahrenheit for about two hours. There are also a number of good soil-sterilizing chemicals such as Larvacide, but soil cannot be planted for ten days to two weeks after application. D-D is another good soil-sterilizing chemical. When plants are removed from pots, they should be dipped in formaldehyde and dried in the sun. Storage houses need treatment to prevent storage diseases, and Dr. Young said that a large aerosol gas bomb was being perfected for this use. Quarantines are another method of combating plant diseases, but Dr. Young said that there was a reluctance to put them into effect for commercial reasons, and diseases must be serious before quarantines are enacted, thus the need for adherence to sanitation and control practices at all times.

Dr. A. N. Roberts, associate horticulturist, discussed rootstock materials and said that there was a need to standardize types of understocks, and he thought that more emphasis should be put on named understocks. Before the 1931 quarantine and the war the greatest source of supply of rootstocks was Europe. Later it was the eastern United States, and now the source is shifting to the Pacific coast.

Since there has been a poor market for fruits, nurserymen are looking for a further decline in the sale of fruit trees for commercial planting. Dr. Roberts suggested they might be able to meet this situation by producing trees more cheaply by using virus-free budwood and building up reputations for trueness to name. Known and tested sources of seeds should be used. The value of superior trees may be seen in several ways, such as higher seed germination, greater uniformity and greater disease resistance.

### Movies of Hawaii.

After luncheon two color movies of Hawaii were shown through the courtesy of Henry Hausch, Roseway Nurseries, Portland. Mr. and Mrs. Hausch took a business and pleasure trip to Hawaii last spring. One film showed the 1942 and 1949 eruptions of the volcano Mauna Loa and the

other showed the complete story of growing, harvesting, preparing and shipping pineapples by the Hawaiian Pineapple Co., Ltd., and was an unusually fine commercial film. The Hawaiian Pineapple Co., Ltd., founded by James Dole on a few acres, today grows 26,000 acres of pineapples and carries on the world's largest soil conservation program. The conservation practices include terracing and contour planting and plowing under the pineapple foliage after the fruits have been harvested. A special machine cuts up the foliage and plows it under in one operation, only one of the many giant machines developed by the company to carry on its many operations. Weather-proof paper is laid in long strips across the fields, and holes are made into which the pineapple slips are planted by hand. When the plants are 3 months old experts begin a record of their growth, which is carried through until the crops are harvested in about twenty-one months.

### Lost Nursery Sales.

Guest speaker for the afternoon session was Elmer Merz, Sacramento, Calif., executive secretary of the California Association of Nurserymen, whose subject was "Are We Losing Our Market?" He answered his question by quoting figures from the United States Department of Commerce, the California board of equalization and H. Truman Fossum's studies, advising that these were for mainly California and New York, but could be applied to any local picture. According to the 1940 census the value of agricultural products was \$7,813,000,000 of which 1.7 per cent, or \$129,340,000, was in sales of horticultural specialties. By 1945 the total value of agricultural products had increased to \$18,108,000,000 of which only 1.3 per cent, or \$231,000,000, was in sales of horticultural specialties. This figure should have been over \$300,000,000, said Mr. Merz, to equal the 1940 percentage. Thus, dollar volume of nursery sales rose, but the percentage decreased, and really the nursery industry lost \$96,000,000 to other industries. In New York state in 1940, 4.9 per cent of the agricultural sales were of horticultural specialties, while by 1945 the percentage had slipped to 3.8 per cent. In California horticultural specialties accounted for 2.4 per cent of total agricultural sales in 1940 and decreased to 2.3 per cent by 1945.

Based on dollar volume, the nursery business has increased, but, said Mr. Merz, this is only natural for on the west coast there has been a con-

[Continued on page 54.]

# Billboards at the Nursery

By John B. Strander

Billboards, a word that advertising men see red at, are still one of the principal types of outdoor advertising. It is also one of the first "whipping boys" in any civic or women's club project on rural beautification. People are forever trying to outlaw signboards which supposedly interfere with the enjoyment of roadside interest. The advertising

degrees of artistry. I have tried to formulate some sort of a system which seems logical for the average retail nurseryman to think about when he next arranges to have a new sign constructed.

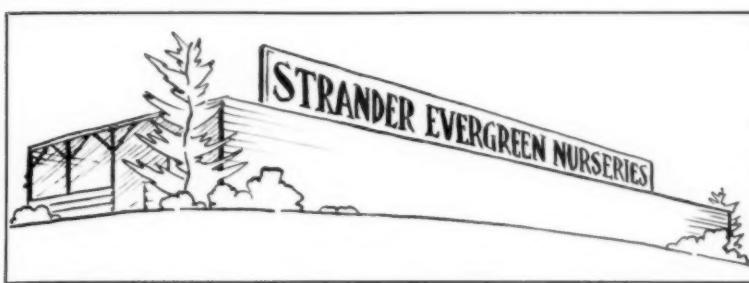
The problem is much simpler where the product can be displayed in conjunction with the sign. Here is a potential customer, riding by in

fine selection of plants out at his place." Later, when he gets around to the actual purchase he will identify your name with his needs, and so the sale and the added reputation go to you. This is merchandising; it is an application of a trade-mark to your product. A Ford, Plymouth or Chevrolet car is easily identified; you know at once who handles it. A spiraea plant or an apple tree is slightly different. Every little thing you can do to identify that particular plant or that particular type of stock with your name is an obvious advantage.

Here are a few standards for effective outdoor advertising:

1. The sign must be large enough to be seen instantly.
2. It must be read and understood by a stranger passing your place in a car going fifty miles an hour. In other words, the message must be simple.
3. The printing must be perfectly legible.
4. The color combination should be pleasing and suggestive of growing plants.
5. It must not be vulgar or in bad taste.
6. It must be neat, clean and fresh looking.

First of all, size. I say the bigger the better, art to the contrary. A large sign can be designed in perfect

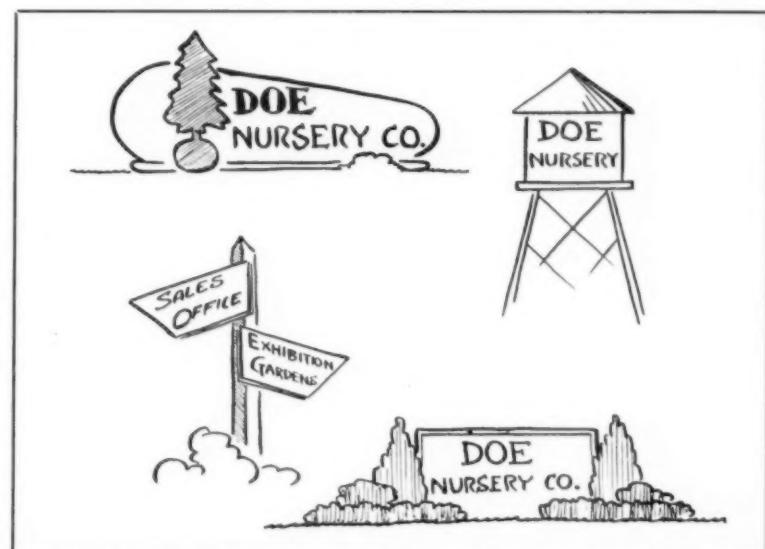


Picture No. 1: An application of the principles expressed in the article. The sign is seven feet high and 152 feet long, painted white and dark green, mounted on top of a lath house 230 feet long. It can actually be seen for miles. Notice the extreme simplicity and the lack of all unnecessary words. When combined with floodlighting this sign has been proved effective.

industry has itself, in later years, done much to remove many of the objectionable practices. Modern poster panels are often works of art. They are effective and, we may add, hard to compete with.

This article, however, is not about city-wide or state-wide outdoor advertising campaigns. We shall be concerned primarily with the signboard which the individual nurseryman puts up at his place of business. How effective is it? A good sign can mean added sales every day of the year. It is one of the least expensive of all media. On the other hand, a poor sign can have exactly the opposite effect. To be located on a main thoroughfare and not have any means of identification (even if nursery sales are not made from that particular field) is a direct financial loss. I have had the opportunity to travel across these United States many times, and on every trip I have tried to notice and inspect as many nurseries as possible. Naturally the growing fields and what was in them were the main objective. I could not help, however, notice what type of identification the nurseryman had on his place of business. My observations can hardly be classified. Signs ranged through all sizes, through all colors and combinations of colors, through all types of lettering and through all

his car. He sees a field of shrubs, and he automatically associates them with his home and what he would like to buy for himself. Half the battle is won right there. The other half is one or more strategically placed effective posters firmly to impress on him that "John Doe has a



Picture No. 2: A series of sketches on nursery signs. Top left is a large billboard of modern design. Top right: Don't overlook such things as packing sheds or water tanks. Lower left is a customer's guide post, for use within the nursery. Lower right, a formal billboard, showing one idea for landscaping.

good taste; size does not constitute vulgarity. A small and so-called "cute," "artistic" or "novelty" sign is of doubtful effectiveness. If the nursery is located on a country lane where the passing motorists do not dare drive over ten miles an hour—O.K. If it is situated on one of our modern speedways it is useless. People in speeding cars have neither the inclination nor the ability to give their attention over to the figuring out of small and dainty lettering. These are the people you are trying to reach; they probably don't know about your nursery; they should be informed. The slow-moving and naturally observing will find your place no matter how you try to conceal it.

Into this category we can also place the Burma-Shave type of sign. These are dangerous and hard to handle. No matter how careful the designer may be, they still have the tendency to look junky and flimsy. A whole series of small panels can also easily look cluttered. "Junk," "flimsy" and "cluttered" are not words you want identified with your nursery, either consciously or unconsciously. I think one unified message is much more effective.

The message must be simple. The average sign should be seen, read, understood, and a favorable impression gathered all within six seconds. Only seldom do people who suddenly come upon a certain place of business have that subject on their minds. Unless your sign penetrates, it is of no value to you. The reading must be almost unconscious. Few will bother to figure out a sign which says: "The John Q. Doe Nursery Co., Inc. Growers and sellers of high quality rose plants, complete selection, low prices, wholesale and retail, we deliver." This is worse than useless. Instead something like this would be better: "Doe Nursery, ROSES." People will take for granted you do a retail business, and fellow nurserymen who are interested in wholesale lots will come in anyway. The rest is worthless floss; you can tell them your story after they have stopped—the idea is to **MAKE THEM STOP!** No highway sign should have more than eight words on it, and the fewer and the better chosen they are the better.

The printing must be perfectly legible. This means, first of all, that it must have been rendered in a workmanlike and professional manner. The letters must be firm, straight and clear. Amateur scrawls add nothing to the nursery. Legibility also has to do with the choosing of the type of lettering. Fancy scripts, old English type, the owner's signature

or "stunt" printing may add class to a letterhead—but they only mean confusion on a signboard. Simple, bold Roman lettering, straightforward and honest, cannot be beaten.

Only one type, and at the most two types, of lettering should be used on any one sign. This same type of lettering should also be carried over to your magazine and newspaper ads, your letterhead and your truck signs as well. This is another form of "trade-mark" that increases effectiveness.

Under legibility I might also mention lighting. Neon always stands out, night or day. Floodlights also increase the hours of visibility, thereby increasing the number of potential customers who will see your message. Window decorators say that



C. Elwood Stephens.

lots of light is more important than unusual colored effects. The more plain white light you can throw on your sign, the more noticeable it will become.

Of color combinations there is a great variety. I have chosen for our own nursery a combination of dark fresh green and white. It looks neat and healthy, it stands out and it reminds people in just one more way that we sell evergreens. Personally I would avoid browns, reds or yellows as the main color. They do not strike me as being psychologically in line with the growing and selling of plant materials. Just as in types of lettering, so with colors. Use as few as possible; then use the same ones throughout all your advertising.

Nothing need be said about vulgarity or bad taste; any average person will know enough to avoid clashing colors. He will also know about simple, direct beauty of design versus gingerbread and too much orna-

mentation. These things cut down the effectiveness and the selling value of the sign.

Finally, keep the poster neat, keep weeds from growing up around it, have it painted often and keep it from sagging or tilting in old age. All these reflect on your business. If possible, landscape the area around it. After all, you are selling plants; use them yourself.

### C. ELWOOD STEPHENS.

C. Elwood Stephens, chairman of the executive committee of the Southern Nurserymen's Association, has worked in the nursery business since he was a boy and is now manager of Semmes Nurseries, Semmes, Ala.

Raised at Glen Saint Mary, Fla., he started working during summer vacations for the Glen Saint Mary Nurseries, where his father, C. R. Stephens, was sales manager. He continued there, after finishing his schooling, until he was 20, when he moved to St. Petersburg, Fla. There he worked for Soule's Nurseries & Landscape Co. for two years.

Work in propagation with the Boynton Nurseries & Landscape Co., Palm Beach, Fla., followed, until, two years later, he became operator of the nursery for the Boca Raton Club, at Boca Raton, Fla. For the past five years he has been assistant manager at the Semmes Nurseries and was recently appointed manager. His father was manager of the Semmes Nurseries since November 1, 1938.

UNTIL three years ago H. J. Norton was associated with his brother, F. J. Norton, Bucyrus, O. Now he is proprietor of his own firm, at 877 Largo road, Largo, Fla.

THE Stevens-Pope County Nurseries is the name of a new enterprise established by Lambert and James Stahler, who purchased the Glenwood Greenhouses, Morris, Minn. The site of the nursery has not been definitely selected, but will be in Stevens county, preferably near Morris. Lambert Stahler is a graduate of the University of Minnesota, where he majored in horticultural subjects. After graduation in 1938 he was a county agent in Wisconsin and later with the Wisconsin bureau of agricultural economics. After military service from 1943 to 1946, he served in a civilian capacity in Germany in the food distribution in the occupied areas of Germany. James Stahler graduated from St. John's University in 1949.

# Public Relations for the Nurseryman

By Robert Beam

Publicity is public relations, and public relations is understanding one's self and his relationship to his fellow man and, in effect, influencing him. One success story on publicity concerns the American Mutual Liability Insurance Co. Back in 1943 the management decided that the company was at a standstill. They were living only from advertisement to advertisement, from promotion to promotion. In desperation they called upon a public relations council, and it was decided that their advertising ideas, promotion and publicity were not tied into a common and worthwhile objective.

The public relations council, after thoroughly analyzing their problems, decided upon a plan. They introduced their Mr. Friendly, advertising him in most of the large magazines. Mr. Friendly's purpose was to create public reader interest by portraying a philosophy of doing business, to create a new impression in the minds of the public about insurance business and, in particular, this one company. The management soon realized that Mr. Friendly was doing another job. Mr. Friendly was actually living in the minds of the employees. Sales increased rapidly; better employer-employee relations developed. The plan was a success. The result shown by a poll conducted just prior to starting this public relations program and one taken a year later showed company recognition in the minds of the public had jumped from seven-tenths of one per cent to ten per cent.

There are several possible ways of measuring the quality and quantity of good will enjoyed by a firm. Of all of these measuring sticks, I believe, the most tangible, most quickly secured and readily evaluated is the dollars and cents produced by increased sales.

Astute publicity men have extracted business enterprises from many a jam. One of the funniest of them involved a new salmon canning project. The price of the stock was right and the product delicious. Unfortunately, the color of the salmon was pure white, instead of the customary pink. Consequently, the public wouldn't buy. Inventories skyrocketed; bankruptcy seemed inevitable.

Excerpts from a talk on publicity presented at the recent meeting of the Washington State Nurserymen's Association by Robert Beam, treasurer of the May Nursery Co., Yakima, Wash.

ble. About this time a highly qualified public relations counsel was called. By printing just one line in large type on the can, he cleared out the entire stock in exactly four months. If rival canneries had not obtained an injunction against this company, he would have put most of them out of business. The line suggested was simple. It read: "This salmon is guaranteed not to turn pink—in the can!"

Public relations programs in any business are ineffective without the wholehearted support and cooperation of every individual and department.



Robert Beam.

ment in the organization. Possibly most of us feel that we do not have the need for, or the necessary money to spend on, public relations on such a grand scale as used in these illustrations. This is not necessary, but it is advisable to develop an organized program of public relations, large or small, in your own business.

The A. A. N. is spearheading the move in public relations for you, but they can't do it all. It would seem probable that much could be done locally by using a variation of the slogan, "Plant America." Why couldn't you use it as "Plant Seattle," "Plant Yakima" or "Plant Spokane"? By working with park boards, newspaper editors, garden clubs and many other compatible organizations, this "Plant America" slogan could be localized, and it would certainly be inexpensive publicity that would ring your cash registers.

How about offering advice to gar-

den editors of newspapers and radios in your area on what, when and how? Or perhaps delegating a member of your organization to speak before garden clubs? This is good public relations that will bring in the dollars. How about promoting a rose show at your nursery or salesyard? It will work and sell roses, too. Why not promote conducted tours through your nursery and display grounds? After all, cooperation with your newspapers and radio stations will obtain publicity for you at no cost and will result in better public relations and increased sales.

For those whose interests lie in retail selling, much information can be obtained by polling your customers. Send out questionnaires to groups of customers. They could read something like this:

Dear Customer:

You are always welcome at our store, and we want you to know that we appreciate the fact that you trade with us. Would you be willing to spare just a few minutes of your time to tell us how we could improve our service? You needn't sign your name, as we do not want you to be concerned about anyone's feelings.

1. Is our merchandise sufficiently varied to suit you? Yes..... No..... If it is not varied enough, please name certain items you would like to have us stock.

2. Is the quality of our merchandise satisfactory? Yes..... or No..... If the quality isn't satisfactory on certain items, would you please name them. We want to develop our reputation for quality.

3. How about our prices, are they high, low or about right? Yes..... No..... Please name items you think are too high. Which ones do you regard as good values?

4. Our service—when you come into the store, are you satisfied? Yes..... No..... Are there things happening in our store that you think shouldn't happen again? Are there features of our service that you especially like?

5. Our service—when you call on the phone, is it satisfactory? Yes..... No..... If unsatisfactory, please give us your advice so that we may improve it.

6. Write down any other suggestions on how we can make our store more to your liking.

No postage is needed, use the enclosed business reply envelope.

We sincerely thank you for your help in giving us your advice.

Yours truly,

John Doe's Nursery.

These surveys can be written many ways to cover special problems. They may be sent out to charge account customers whom you still serve or to a selected mailing list in an area you wish to serve or even to customers you have lost for various reasons.

## AMERICAN ASSOCIATION OF NURSERYMEN

RICHARD P. WHITE,  
EXECUTIVE SECRETARY



636 SOUTHERN BLDG.,  
WASHINGTON 5, D. C.

### PLANTS VS. CLIMATE.

At a press conference at the Book-Cadillac hotel, Detroit, Mich., October 4, a novel topic in the promotion of the sale of nursery stock, "How Homeowners Can Control Climate," was presented to an interested audience.

Participating were James I. E. Ilgenfritz, Monroe, Mich., president of the American Association of Nurserymen; Clarence O. Siebenthaler, Dayton, O., of the association's market development committee; Thomas S. Pinney, of the Evergreen Nursery Co., Sturgeon Bay, Wis., and Howard P. Quadland, New York, new publicity director for the A. A. N.

Much of the presentation was based upon the scientific study pertaining to this subject made by House Beautiful magazine in the past two years. Dr. Joseph E. Howland, garden editor of that magazine, was present at the Detroit conference to assist the nurserymen.

Climate, rainfall, sunshine, wind, temperature and other natural phenomena were studied in the magazine's survey. Accurate findings were obtained in regard to the influence of windbreaks, shade trees about homes, hedges for frost diversion, vines shading windows, sod interspersed in stone walks, etc., for their salutary influence on homeowners' comfort. Of practical value to homeowners, these aspects of plants have received recent attention. Report of the conference will develop the subject in detail.

### A. A. N. APPOINTS HOWARD P. QUADLAND.

The American Association of Nurserymen has announced the appointment of Howard P. Quadland to handle the public relations and publicity program of the association, as briefly reported in the October 1 issue of the American Nurseryman. Mr. Quadland is associated with the Hazard Editorial Offices, 295 Madison avenue, New York, where for the past five years he has been director of public relations and publicity.

Mr. Quadland has had approximately twenty years' experience in the public relations field. He was

graduated from the University of Massachusetts with a B. S. degree in floriculture and horticulture. He is president of the Industrial Publicity Association and a member of the Public Relations Society of America, American Association for the Advancement of Science and other organizations. For five years he was a trade paper editor and is the author of many articles and stories in the trade press, newspapers and general magazines.

In making this announcement, C. M. Boardman, chairman of the A. A. N. market development and publicity committee, states: "Mr.



Howard P. Quadland.

Quadland is the successful candidate out of 133 applicants for this account. The members of my steering committee, C. R. Burr and C. O. Siebenthaler, with the assistance of President James I. E. Ilgenfritz and Secretary R. P. White and with the constant advice of Ex-president Howard Taylor and Executive Committee man Peter Cascio, spent one solid week in New York city on two separate occasions in screening these applicants." For six days this committee was holding personal interviews and discussing samples of the work of each. In addition, President Ilgenfritz and Secretary White interviewed one concern in Chicago, and all members have spent considerable time between the August and September meetings going over the records of applicants, data, etc. "They

are to be commended for their diligent and tireless effort on behalf of the industry," says Mr. Boardman.

After thanking the committee for his appointment, Mr. Quadland gave out the following statement:

"A great opportunity lies before nurserymen to raise the aesthetic values of growing plants to a par, in the public mind, with the industrial wonders of our age.

"Within the comparatively recent past, in some slight degree at least, we have seen slums give way to housing developments with parklike areas; planted strips of grass and shrubs and trees beside modern highways and parkways; drab factory grounds blossom with landscaping and planting. Fruit trees are beginning to be used more and more in heavily populated suburban areas. Outdoor living rooms are receiving new attention. In just the past few weeks a group of distinguished scientists, editors and industrialists discussed the degree to which climate can be controlled at home and around the home by proper planting of trees, shrubs and hedges. Even now only a handful of people know anything of this, and some believe you are slightly demented when you mention it.

"Many such improvements are developing in many directions. But there is a long way to go in beautifying and planting America. We are only just beginning to plant after having ravaged the land for some 300 or 400 years. The market for growing things stretches 3,000 miles in one direction and 2,000 miles, more or less, in the other. The markets are in the cities, in the suburban areas and on the farms. Their development requires public education, and forces are gradually uniting to accomplish the task.

"As never before, the people in our swift-moving mechanical age are awakening to their need for the natural, the beautiful and the restful. They have both the money and the leisure to indulge their wants.

"Nurserymen sell what is needed to make our country a pleasanter place to live. They sell beauty. They sell relaxation and the restful enjoyment of gardens, parks, orchards, of planted streets and roadsides. They sell the coolness of shade when it's hot, and the deliciousness of tree-ripened fruit from the home or commercial orchard.

"We are the richest and most powerful country ever known, only recently realizing that we have wasted land resources on every side. Forests

[Concluded on page 16.]

# Need for Sound Soil Practices

By James I. E. Ilgenfritz

Why is the maintenance of the soil a special problem for the nurseryman? Why can't we follow a simple rotation practice such as nursery stock, wheat, corn; nursery stock, soybeans; nursery stock, wheat and then beans? We all know that a few cash crops in these days of farm support prices are a great thing for the bank account. It can be truly said, however, that the nurseryman has two bank accounts and each is of equal importance. Into one of these banks he deposits his cash receipts; into the other bank, represented by his land, he must also deposit regularly a most important asset composed of a rebuilding of internal drainage, a goodly increase of plant humus, an improvement of the mechanical condition of the topsoil and an addition of a little plant food.

Withdrawal of the assets from either of these banks faster than they are put in results in disaster. Perhaps in the first case the reaction is a little faster, but the final result is the same in both cases.

Nursery stock itself takes very little plant food, but a crop of fruit trees, shrubs, roses or evergreens means several years of clean cultivation of the land upon which it is grown. Clean cultivation is a high-sounding term; it sounds industrious, virtuous and correct; and, incidentally, it's a lot of work. It's also one reason why fruit trees and shrubs cost so much. Clean cultivation, however, also means denuded soil; soil exposed to the sun to bake out the moisture and humus; exposed to winds to dry it and blow it away, and exposed to rains to beat its surface to a crust and then the runoff of the water to wash much of it away.

The farmer creates this same condition when he grows corn or other clean-tilled crops, but his damage is of only one year's duration. The nurseryman continues this condition for two, three, four or more years at a time, until he can mature and harvest his nursery stock. In addition, he must often work his land or his crops when the soil is wet and thereby further compresses the soil so that its texture, rather than loose and granular, tends to become packed

Address on "The Nurseryman's Need for Sound Soil Practices," by James I. E. Ilgenfritz, president of the Ilgenfritz Nurseries, Inc., Monroe, Mich., presented at the recent nursery and landscape management conference at Michigan State College.

and bricklike. Finally, some nursery stock has to be dug with a ball of soil, which actually removes some of the topsoil; in this the nurseryman really sells a part of his capital assets.

What, then, can be done about nursery soils? Can we restore the texture by the addition of humus in the forms of manure, straw or peat? No. The tons of this type of material required to replace that lost by one year's clean cultivation would be far beyond the limit of our capability. It then remains to rebuild the soil by growing masses of soil-building hu-

building crop. What else? It is well known that companion crops thrive better than individual crops. So let us add a humus-building crop.

For maximum humus or vegetative matter, nothing will compare to the grasses, and, strangely, the bulk of the residual humus which we plow down from a crop of grasses is not contained in the tops of the grass but rather the roots. The total dry weight of humus matter from a good crop of brome grass considerably exceeds the weight of a crop of alfalfa or clover and far exceeds the weight of a crop of soybeans, buckwheat or even rye.

From the extension service of the University of Wisconsin come the following interesting figures: In a 4-year coverage, timothy alone gave 3,818 pounds of dry forage; brome grass alone, 3,915 pounds; alfalfa alone, 5,116 pounds; timothy and alfalfa, 5,770 pounds, and brome grass and alfalfa, 7,508 pounds. This is dry weight and is in addition to the root humus.

Our soil-building crop then might contain alfalfa and a grass. Alfalfa, as you know, is not effective as a 1-year crop; so we must have a perennial grass to go with it. If we choose brome grass, which is the present recommendation of the Soil Conservation Service, we shall have a grass which will start slowly, allowing the alfalfa to become well established and flourish, and will later take over and grow luxuriantly, partly because of the ideal conditions created by the alfalfa. So far as is known today, this combination is far superior to any other for the building of soil humus. Of course, we must aid growth by the addition of fertilizer, particularly fertilizer heavy in phosphate and potash, and we must allow time for the crop to grow. This, of course, means that we shall lose the use of the land for nursery stock for about three years, which, in turn, means we must provide from two to four times as much land for our nursery as is actually needed for nursery stock. This, however, is a small price to pay for the great benefit of always having our nursery stock on fertile land.

Few statistics exist which illustrate this, but there is one outstanding example of an eastern nursery wherein two procedures were followed. In the first, five years of evergreens



James I. E. Ilgenfritz.

must be plowed under. If the choice of the soil-building crop includes alfalfa, we are aiding the so-called interior drainage because alfalfa will root deeply into the soil in search of moisture and food. These roots extending far below the topsoil will eventually leave tubes extending vertically, to act as miniature tiles to conduct water down for storage and later back up to supply moisture when needed—that is, unless we have broken these tubes by deep subsoil plowing in a mistaken effort to break up the so-called hardpan. When I say mistaken effort to break up hardpan, I speak from experience, since we followed this practice for years at considerable expense finally to come to the conclusion that it is, in many cases, injurious rather than beneficial.

Alfalfa then, at least in this area where it will grow well, should be one of the components of our soil-

were followed by one year of green manure, consisting of oats, soybeans and rye in sequence. In the second, four years of evergreens were followed by small grain and two years of grass-legume meadow with fertilizer and a winter cover crop of buckwheat. Following each of these rotations, the land was again planted to young evergreens, 4,800 to the acre. In the first case, with one year of green manure, there were 1,780 salable plants dug in the fourth and fifth years. In the second case, where three years were devoted to soil rebuilding, 3,800 salable plants were dug in the third and fourth years. This represents an increase of 113 per cent in the crop produced in one year's less time. This increase shows in unmistakable terms the benefit of time and effort spent in soil rebuilding.

Before I pass from this subject of crop rotation for soil rebuilding I should like to answer an unspoken question that I'm sure many of you would like to ask. Why don't we use the short crop green manures that prove so effective in farm rotations, such as annual clovers, soybeans, rye, buckwheat or vetch? The answer is that these succulent plants decay so rapidly that their beneficial effect lasts only about a year. Longer-growing crops contain a greater proportion of lignin, fats and waxes, which decompose slowly and have a more lasting effect. Too, the added length of time makes it possible for plants to penetrate the soil more deeply. Brome grass roots are found as deep as six feet down in three years, while alfalfa is known to send its roots to a far greater depth. Finally, while a moderate cash return can be expected from long-time meadows, the annual cost of maintenance per acre is extremely low. Annual green manures, of course, have no cash return.

So far, I have described only one method of soil improvement. There are, however, other important measures. One of these is the practice of sowing a winter mulch of oats in the nursery rows to cover the soil through the winter and to add a widow's mite of green manure, as well as to provide some winter protection for young nursery plants and to cut down frost heaving. Another is to turn all ornamental tree blocks into a permanent mulch of fescue, meadow grass or even chickweed after two years of clean cultivation. This ground cover, under the shade conditions of tree blocks, does not grow strongly, but does provide a mulch and also cuts the expense of frequent cultivation and hoeing.

The foregoing, of course, cannot be applied to landscape plantings. Here we have a different problem, because there is never time for soil improvement by cover crops. Perhaps little is actually known about soil improvement for beds for landscape material or the preparation of soils for grass seeding. However, drawing on our experience in field preparation, we must be convinced that improvement of the mechanical condition of the soil through the addition of humus material is a first essential. This is usually done by the addition of peat or leaf mold, but too often the quantities applied are woefully small and too great reliance is placed on the addition of plant foods. This last can be likened to feeding steak and French fried potatoes to a person who has just had a serious operation.

Perhaps drainage in landscape plantings is of far greater importance than is generally realized. We have repeatedly found that pockets dug in fill made of foundation clay about a new building will act as water-holding basins even when filled with the best of topsoil. Apparently a toxic soil condition is thereby created and the plants suffer and die unless a means of drainage is provided. Our experience with this trouble indicates that a very acid condition always exists which must be corrected with lime when drainage is installed.

Of interest both to landscape planters and nursery growers are new practices of feeding plants. Much research is being conducted all over the country at present in liquid feeding. Nitrogen is fairly easy to apply through irrigation, since its commercial forms mostly are soluble. Soluble potash and phosphate compounds, however, are considerably more expensive; so their use will be somewhat limited. We are told that plants will absorb plant foods through their leaves in many cases, and this leads to much speculation.

An effective and inexpensive method of applying nitrogen is being widely used in parts of the south on corn, cotton, cane and other crops. Anhydrous ammonia gas is being introduced into the soil, where it quickly combines with other chemicals. Being an ammonia form, it is readily fixed in the ground at root level, where it gradually turns to nitrogen and feeds plants. In its ammonia form, of course, it does not leach. Savings of as much as seventy-five per cent are reported by this method of applying nitrogen.

An important point in the turning under of cover crops is now better

understood and worthy of mention here. Plowing down is no longer done with the object of leaving a fine appearance, with furrows neatly laid over so that there is no humus left on the top of the soil. Disk plows are growing in favor because, while the job they leave looks rough and incomplete, it has been found that they more thoroughly mix the soil and humus; by so doing they reduce the rate of decay and do not leave a layer of sour green manure matted at one level.

Supplemental irrigation is a term with which we are all familiar. The significance of the word supplemental is probably something few of us think much about. In parts of the west agriculture is impossible without irrigation. Here, however, irrigation is used as an aid to supplement normal rainfall, and its effect is to tide plants over dry periods so that they may make maximum growth. In this we have found it extremely effective. It is also of great value in preventing high mortality in transplanting. Lately it has been used as an aid to condition young fruit tree seedlings and other lining-out stock at budding time, resulting in great improvement in the "catch" of buds, and, finally, it provides an effective method of applying nitrogen in small doses.

Particularly interesting recently is the practical use of spray concentrates where only one-tenth of the normal amount of water is used. These sprays, usually of Parathion, Fermate and other new chemicals, are applied with mist dusters in which the liquid is broken up into small globules in a blast of air of very high velocity. At Monroe we have found that this practice is completely effective and is a great saving of both time and expense.

It seems that in recent times we have made greater strides in improvement of nursery practices than ever before. With each stride seem to come new views of further progress yet to be made. Probably in the next ten years changes will come so fast that present-day methods will seem antiquated.

#### WAGE-HOUR AMENDMENTS.

If included in the bill as finally passed by Congress, an amendment adopted by the Senate to the pending modifications in the wage-hour law will clarify the meaning of a "retail or service establishment." From the previous interpretations of the administrator it was considered that the employees of any retail nurserymen "the greater part of whose selling

or service establishment." From the "merce" were fully exempt from both the wage and the hour provisions of the law. The difficulty arose as to the determination of what was a "retail sale" or "servicing." It was once held that a nursery doing landscape work or servicing the plantings on industrial properties, in which goods were being manufactured for interstate commerce, were neither engaged in agricultural work nor in retail servicing or sales. There has never been any statutory definition of a "retail sale" or of "servicing," states R. P. White, executive secretary of the American Association of Nurserymen.

With the Senate adoption of the Holland amendment, in the identical language of an amendment previous-



Corner in Garden Supplies Shop.

ly passed by the House, clarification will be written into the amended act.

Section 13 (a) (2) of the law exempts "any employee engaged in any retail or service establishment the greater part of whose selling or servicing is in intrastate commerce." The revised section will exempt "any employee employed by any retail or service establishment, more than fifty per cent of which establishment's annual dollar volume of sales of goods or services is made within the state in which the establishment is located." The amended section defines a retail or service establishment as one "seventy-five per cent of whose annual dollar volume of sales of goods or services (or both) is not for resale and is recognized as retail sales or services in the particular industry."

The employees of any nursery, seventy-five per cent of whose sales or services qualify as retail sales or services, and fifty per cent of whose annual dollar volume results from sales or services made within the state

in which the nursery is located, will be clearly exempt, irrespective of whether they are working on or off the farm or in the office and irrespective of the type of work they do, even though up to forty-nine per cent of the dollar volume results from sales in other than the home state, and even though up to twenty-four per cent of the sales are wholesale and for resale purposes.

#### NEW ARIZONA STORE.

Among the unusual features of the new store opened last spring by Norman Nursery & Flower Shop, Phoenix, Ariz., is a roof of alysnite on the greenhouse. A plastic-type material, alysnite comes in sheets like corrugated metal. It lets the light through but prevents direct glare, and it will not break during storms.

The new building contains approximately 5,500 square feet of salesroom, office and warehouse space. It is constructed of concrete blocks, with a native Arizona flagstone frontage. The walls are of rock lath, covered with plaster. All of the sales-rooms are painted pastel colors.

In the south end of the building is the florists' department, which includes an 8x8x8-foot refrigerator and a 20x30-foot greenhouse. The north section of the store houses the garden supplies department and the offices, one bookkeeping office and one private office. The latter is equipped for use as a projection room so that customers may be shown color pictures of flower or plant materials in which they are interested. In the garden supplies and florists' departments, there is a glass frontage of approximately thirty-five feet; these windows are slanted to reduce the glare of the street.

The warehouse, 25x60 feet, and the seed-packeting department are in the rear of the building. A large overhead door makes it possible to drive a truck into the building for loading.

In the seed department a display rack built especially for the firm is used. It will hold 10,000 packets of

seeds and is identical on both sides; so one customer will not have to wait while another is selecting his seeds. Transparencies and color photographs are used extensively throughout this department. Tables with slanted tops, that have been green-



Half of Double-faced Seed Rack.

flocked to make the products stand out, are used for displaying grass and tree shears.

Two and one-half acres surrounding the building is devoted to the growing of nursery stock.

As an aid both to ease and safety of parking and loading, the 50x150-foot parking area is off the street.

**AFTER** growing roses for twenty-four years, J. J. Suhr, of Suhr's Flower Farms, Troutdale, Ore., has retired and left the business to his son, Arthur. Mr. Suhr is 69 years of age and in good health, but is retiring because of the press of other duties.

**AMONG** the panel members who discussed "The Twenty Best Garden and Street Trees for Northern California" at a meeting of the California Horticultural Council October 5 at San Francisco City College, were Ray D. Hartman, Leonard Coates Nurseries, Inc., San Jose, and Keith Davey, Davey Tree Surgery Co., Ltd., San Francisco.



New Quarters of Norman Nursery & Flower Shop, at Phoenix, Ariz.

# Local Advertising

## NORTH JERSEY GROUP SPONSORS RADIO SHOW.

Twenty-two members of the North Jersey Metropolitan Nurserymen's Association have cooperated in joint sponsorship of a radio program on WNJR, Newark, to promote local business in the metropolitan New Jersey area.

The association members include those in four north Jersey counties, Essex, Passaic, Warren and Morris. The schedule includes a participation in the Will Peigelbeck "Farm, Home and Garden Show" six days a week. The initial contract calls for a 13-week schedule with an option for extension of the contract period.

The radio program is part of a concerted, long-time advertising plan which also includes newspaper advertising, direct mail and billboards. It is believed that the radio program is the first cooperative radio effort by a local group of nurserymen.

As part of the improved merchandising public relation program, the group has adopted its own symbol in the form of a medallion showing an identifying tree encircled by the inscription "North Jersey Metropolitan Nurserymen's Association." The medallion is for prominent display in all shops and greenhouses of participating members and on all advertising and printed matter sent out by the association. The rules of the association provide that complaints against any member be referred to the association itself for investigation and correction.

A folder has been prepared by the association for mailing by individual members publicizing the radio program and outlining the various garden services offered by each member.

Will Peigelbeck, who conducts the radio program, is known throughout New Jersey for his farm and garden activities. He is a graduate of Rutgers University college of agriculture and a former instructor. He has conducted his present WNJR program since the station opened in 1947.

## CHICAGO ADVERTISING.

Growers of nursery stock in the vicinity of Chicago started a series of weekly advertisements in the Sunday newspapers of September 25 to call attention to the quality of material available in the immediate vicinity and to urge the public to purchase trees, shrubs and evergreens bearing the emblem of the advertisers, mem-

bers of the Ornamental Growers' Association of Northern Illinois.

Most of the members sell a considerable proportion of their stock to the local landscape contractors or dealers, and support of them appears in the first paragraph of the advertisement, in large bold type: "When consulting your landscape contractor or dealer, insist that all nursery stock bear this emblem." Alongside the emblem was the statement: "You buy with confidence when you purchase plant material bearing this seal."

The favorable reaction of the first two insertions of the advertisement led to an increase of space by about one-third from the original 7-inch double-column advertisement. The program has been discussed by members of the association for some time and is the result of a carefully thought-out plan by members of a committee who have burned the midnight oil during their busy planting season to increase the effectiveness of the copy. The committee is composed of Jack Tures, chairman; William McReynolds, Roger Leesley and R. C. Knupper.

Below a prominent reproduction of the emblem of the association, the advertisement lists the growers, their location and town. The growers listed are F. D. Clavey Ravinia Nurseries, Inc., Deerfield; Eickhoff Landscape Nursery, Bensenville; Charles Fiore Nurseries, Inc., Prairie View; Golf Nursery, Northbrook; Hinsdale Nurseries, Inc., Hinsdale; Hooks Nursery, Mount Prospect; R. C. Knupper Nursery & Garden Shop, Palatine; Leesley Nurseries, Libertyville; Mission Gardens, Techney; Palmgren's Nurseries, Glenview; Schroeder's Nursery, Des Plaines; Simonsen's Nursery, Glenview; Eugene A. de St. Aubin & Bro., Inc., Addison; Matt Tures & Sons Nursery, Des Plaines; Vaughan's Seed Store Garden Center, Western Springs, and Wheeling Nurseries, Wheeling.

## APPOINTS QUADLAND.

[Concluded from page 12.]

and farms are the better known examples. We also have ravaged much city land, often covering it where unnecessary with concrete and steel and slum areas, with never an open space for trees and flowers except in a few parks. In recent years, the need for green growing things has assumed greater importance on city streets, and there usually are grass and shrubs around the more modern housing.

"Because we are so rich and powerful, and a vigorous people just realizing our mistakes, full development of the nursery markets is one of the greatest opportunities ever afforded to any industry.

"But to 'plant America' also is a tremendous challenge. It is a challenge really to beautify our country and to make it more fruitful. It is a challenge to the publicist, but just as great a one to the individual nurseryman to fully cooperate with his fellow nurserymen in the efforts of the industry to arouse the interest of the public in completing the task. By wholeheartedly accepting this challenge not only will he do his bit to make America everywhere that beautiful and fruitful land we all want it to be, but he will profit and prosper."

## RHODODENDRON ENTRIES REVISED IN QUARANTINE.

Following notice last July of the proposed amendment, the Secretary of Agriculture has made effective, as of October 18, a revision of regulation 19 of quarantine 37 which adds twelve rhododendron species to the list of those which may enter this country from Europe, Japan and Siberia only under postentry quarantine. Observation in Europe and published references in foreign scientific literature, states the announcement, show these to be susceptible to the rust disease, *Chrysomyxa rhododendri*.

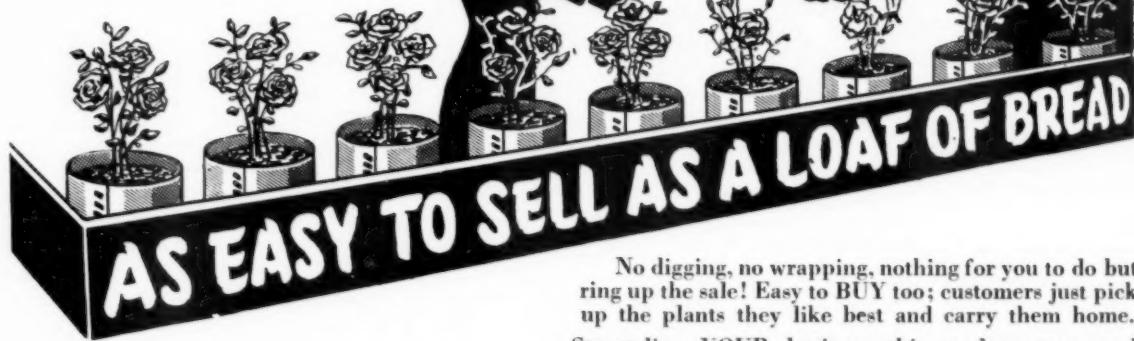
The list of rhododendron species hereafter permitted entry to this country from Europe, Japan and Siberia under postentry quarantine is: *Brachycarpum*, *calostrotum*, *cantabile*, *dauricum*, *fastigiatum*, *ferrugineum*, *hippophaeoides*, *hirsutum*, *indicum*, *intermedium*, *kaempferi*, *keleoticum*, *kotschi*, *kiusianum*, *microcarpum*, *myrtifolium*, *oldhami*, *parvifolium*, *ponticum* var. *baeticum*, *pruniflorum*, *racemosum*, *roylei* and *suave*.

B. H. DAVIS is now operating the Davis Plant Farm, Hamilton, Mont., the partnership enterprise under the name of Davis Nurseries at Sumner, Wash., being discontinued since the death of Harold Davis.

CONRAD GLANTZ, formerly operator of a nursery at Eagle Grove, Ia., is the manager of the new nursery and greenhouse on Highway No. 20, just east of Memorial Park cemetery, Fort Dodge, Ia. His partner in the business is R. O. Keeton, owner of the cemetery. Mr. Glantz is closing out his business at Eagle Grove.

# PLANTS in CLOVERSET POTS

are . . . .



Send for  
this  
FREE  
BOOK

## TECHNICOLOR MOVIE

Some bookings are still open for our 2-reel film that shows in full color how we plant, handle and sell plants in Cloverset Pots. There is no charge for the use of this film. Write for details.

Practical Nurserymen for Over 26 Years

No digging, no wrapping, nothing for you to do but ring up the sale! Easy to BUY too; customers just pick up the plants they like best and carry them home.

Streamline YOUR business this modern way, and you'll soon find that Cloverset Pots mean a big increase in your profits. They protect roots from damage, save handling time and expense, make more attractive displays and cost so little you can give them away. Top choice for nurseries which guarantee proper growth because plants are well started and are easy for even an inexperienced gardener to transplant safely. And, because potted plants are always ready for sale, they extend your profitable cash-and-carry season through all spring, summer and fall!

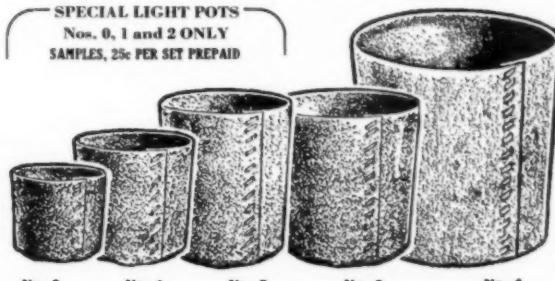
### STANDARD HEAVY POTS

SAMPLES 25¢ FOR Nos. 1, 2 and 3. 25¢ FOR No. 4.  
SET OF SAMPLES — ALL SIZES AND WEIGHTS, 50¢ PREPAID

### SPECIAL LIGHT POTS

Nos. 0, 1 and 2 ONLY

SAMPLES, 25¢ PER SET PREPAID



No. 0  
For green-  
house and  
Perennials

No. 1  
For larger  
Perennials

No. 2  
For roses  
and  
shrubs.

No. 3  
For large  
shrubs and  
transplanting.  
No. 4  
For large trees,  
fruit trees,  
evergreens.

*Cloverset*  
105th Street and Broadway

Flower Farm

Kansas City 5, Missouri

# Plant Notes Here and There

By C. W. Wood

The species of lungwort most often seen in this country is *Pulmonaria saccharata* in some form, generally the blue-purple one. It varies considerably when grown from seeds, especially if the seeds are garden-saved, showing reds of various shades in addition to blues and blue-purple; a rather new variety, Mrs. Moon, is a pleasing shade of bright pink and soft blue. If one starts with plants, they will likely be either the blue-purple, first mentioned, or Mrs. Moon. Either is good, though many, including this gardener, prefer a clear red. The plant's greatest charm to me is its beautifully mottled leaves, gray, silver or white on green, the definition of color being largely governed by one's eye, though there is some difference in the shade of mottling. This is one of the earliest lungworts to bloom, surprising one with a display of color before spring has far advanced.

Two kinds with unspotted leaves, *P. angustifolia azurea* (sometimes listed as *P. caerulea*) and *P. rubra*, are available in this country. The latter is the one that Bowles, in his "My Garden in Spring," calls the best of all reds. Others are likely to agree, because its bright coral-red (scarlet-red, in Mr. Bowles' eye) color is more pleasing than the red shades one is likely to get in the ordinary batch of *saccharata* seedlings. The present plant also lacks the objectionable habit of turning an unsightly purple as the flowers fade with age. The other, *P. angustifolia azurea*, might be called the best of the blues. There is some variation in the shade of blue seen in this species when grown from seeds, but a majority of the plants seen under that label are a pleasing shade of deep azure. It is a neat grower, with low tufts of dark green leaves and flowering stems to a height of eight inches—perhaps a foot—in extremely rich soil.

#### The Celandine Poppy.

*Stylophorum diphyllosum*, the celandine poppy of gardens, much used in former days, seems to have lost favor among modern gardeners. It possesses merit, though, which entitles it to as much attention as ever was given it. Contrary to the behavior of most members of the poppy family, this one is easy to handle. It transplants with ease and does well in any moist soil in sun or shade. However, it does best, according to experience here, in

part shade. The flowers are yellow, about two inches in diameter, in clusters up to five on stems eight to twelve inches long during May and June. It is an excellent plant for a moist spot in the wild garden. Propagation is from seeds or divisions.

#### Some Small Columbines.

An inquirer asks for recommendations on three or four dwarf columbines to add to his list. I shall not attempt to name the best; rather, a few of the better ones from the standpoint of longevity and beauty will be mentioned, and the correspondent and others may make their own choices.

A good place to begin would be with the Asiatic *Aquilegia* *akitenensis*. It is, first of all, a long-lived plant, instead of having the fleeting charac-

teristic displayed by many, and it is easily satisfied in light soil in sun or part shade. Here in northern Michigan it grows to five or six inches tall and produces an abundance of large, lovely blue flowers in early spring. It is one of the most satisfactory columbines that I know for the casual gardener.

Another dwarf of easy culture, which is also available in this country, is the lovely *A. flabellata nana* or preferably, in my opinion, its variety *alba*. The type has large blue and white flowers on 8-inch stems, over glaucous foliage, in early spring. Variety *alba* is the same, except that its flowers are ivory-white; it is as easy and long-lived as *akitenensis*, thriving under the same conditions.

Several other dwarfs are available in this country either in seeds, plants

## SUGAR MAPLE LINERS (*Acer Saccharum*)

With deciduous trees in good demand, these maple liners will rapidly grow into money.

	Per 100	Per 1000
2 to 3 ft. ....	\$16.00	\$150.00
3 to 4 ft. ....	20.00	190.00
4 to 5 ft. ....	25.00	235.00
5 to 6 ft. ....	35.00	330.00
6 to 8 ft. ....	45.00	425.00
8 to 10 ft. ....	60.00	575.00

Plant this fall and have the job out of the way.

## EVERGREEN NURSERY CO.

Established 1894

STURGEON BAY, WIS.

## BALLED and BURLAPPED EVERGREENS

Our sources of B&B Evergreens are among the best. Let us quote your requirements for Fall 1949—Spring 1950 Season.

Over 20 years of service to the Wholesale Nursery Trade.

See our 2-page lining-out ad in the October 1 issue  
on pages 16 and 17.

E. D. Robinson Sales Agency

Wallingford, Connecticut

"A friendly, efficient service."

# JEWELL - - - - A few specialties available for either early Fall or Spring, 1950, delivery

## ORNAMENTAL TREES

	Per 100	Per 1000	
<b>Birch, American White</b>			
5 to 6 ft.	\$90.00		
6 to 8 ft.	120.00	\$1100.00	
8 to 10 ft.	165.00		
<b>Birch, European White</b>			
4 to 5 ft.	70.00	600.00	
5 to 6 ft.	100.00		
6 to 8 ft.	140.00		
<b>Maple, Golden</b>			
5 to 6 ft.	75.00		
6 to 8 ft.	100.00		
<b>Maple, Sycamore</b>			
8 to 10 ft.	100.00	850.00	
1½ to 2 ins.			
<b>Mountain Ash, European</b>			
4 to 5 ft.	70.00	600.00	
5 to 6 ft.	100.00		
<b>Poplar, Balsamana</b>			
6 to 8 ft.	85.00	700.00	
8 to 10 ft.	120.00		
<b>Poplar, Lombardy</b>			
6 to 8 ft.	35.00	300.00	
8 to 10 ft.	50.00	450.00	
<b>Prunus, Newport</b>			
3 to 4 ft.	65.00	600.00	
4 to 5 ft.	80.00		
<b>Prunus, Triloba</b>			
2 to 3 ft.	60.00		
3 to 4 ft.	80.00	750.00	
4 to 5 ft.	95.00		
<b>Willow, Nioe Weeping</b>			
5 to 6 ft.	50.00	450.00	
6 to 8 ft.	80.00	750.00	
<b>Willow, Wisconsin Weeping</b>			
5 to 6 ft.	50.00	450.00	
6 to 8 ft.	80.00	750.00	

## ORNAMENTAL SHRUBS

	Per 100	Per 1000	
<b>Almond, Pink-flowering</b>			
18 to 24 ins.	35.00		
2 to 3 ft.	45.00	400.00	
<b>Barberry, Red-leaved</b>			
15 to 18 ins.	28.00	250.00	
18 to 24 ins.	35.00	300.00	
<b>Barberry, Green</b>			
2 to 3 ft.	20.00	180.00	
3 to 4 ft.	25.00	220.00	
<b>Honeysuckle, Zabeli</b>			
2 to 3 ft.	28.00	250.00	
3 to 4 ft.	35.00	320.00	
<b>Lilac, Persian Purple</b>			
2 to 3 ft.	30.00	275.00	
3 to 4 ft.	40.00		

The above listed items are a few of the specialties in our well rounded offering of hardy, northern-grown stock available for early fall or for spring, 1950, delivery. If you have not received your copy of our complete Fall '49—Spring '50 Catalog, please let us hear from you.

# JEWELL NURSERIES, Inc.

Box 457, Lake City, Minn.

or both, and some of them are, because of a hearty constitution and an appealing appearance, good items for the neighborhood nurseryman. Of these I found the following to be good local sellers: *A. canadensis nana*, a small version (eight inches tall) of our lovely eastern columbine; *A. discolor*, with blue and white flowers on 6-inch stems, and *A. pyrenaica*, which has lovely, large blue flowers on 6-inch stems after other dwarfs are through blooming, making it doubly desirable as a garden plant.

### Thermopsis.

A correspondent who has done well with *Thermopsis caroliniana* wonders if there are any others of garden value. He also asks about cor-

rect culture and propagation. From rather limited experience I would say that of several species of *thermopsis* mentioned in garden literature, just one, so far as I know, is known to any extent in gardens. This particular one, *T. caroliniana*, is a popular plant and deserves even more attention than it has ever received. Its legume-like foliage (a legume it is, too) on plants to four feet in height would be ornamental if the plant never bloomed, but the bright yellow flowers in erect racemes a foot long, during June and July, make it a plant of the greatest landscape value and one to be considered as a cut flower. Another, Carolina species, *T. mollis*, was not hardy here under two or three trials; so I can say little about it. It is not so tall as *T. caroliniana*,

it is said, seldom exceeding two feet.

Two western species, *T. montana* and *T. rhombifolia*, are not without merit as garden plants. We grew the latter in the rock garden, where its bright yellow flowers made a lovely picture for six or eight weeks in early summer. It is low-growing, usually less than eight inches tall, while the other, *T. montana*, reaches a foot to fifteen inches in height and has showy, yellow pea flowers in long spikes in spring.

The literature recommends propagating *thermopsis* from divisions. I have found seedage much better, however, for all ordinary purposes. The seeds are sometimes rather hard to germinate and are, therefore, preferably sown outdoors in autumn unless a propagating house is avail-

## ORNAMENTAL SHRUBS—(Cont.)

	Per 100	Per 1000	
<b>Philadelphus, Minn. Snowflake</b>			
(Plant Patent No. 538)			
2 to 3 ft.	\$55.00		
3 to 4 ft.	60.00		
4 to 5 ft.	65.00		
<b>Privet, Loddon</b>			
9 to 12 ins.	15.00	\$120.00	
12 to 15 ins.	20.00	160.00	
15 to 18 ins.	26.00	220.00	
<b>Spiraea, Prunifolia</b>			
18 to 24 ins.	30.00		
2 to 3 ft.	40.00		
<b>Tamarix, Hispida</b>			
2 to 3 ft.	28.00		
3 to 4 ft.	35.00	320.00	
<b>Welwitschia, Bristol Ruby</b>			
(Plant Pat. No. 492)			
18 to 24 ins.	50.00		
2 to 3 ft.	70.00		

## ORNAMENTAL SEEDLINGS

	Per 100	Per 1000	
<b>Maple, Glauca</b>			
18 to 24 ins.	3.50	30.00	
2 to 3 ft.	4.50	40.00	
3 to 4 ft.	7.00	65.00	
<b>Mountain Ash, European</b>			
6 to 12 ins.	5.50	50.00	
12 to 18 ins.	7.50	70.00	
18 to 24 ins.	10.00	90.00	
2 to 3 ft.	15.00	135.00	
3 to 4 ft.	22.00		
<b>Russian Olive</b>			
2 to 3 ft.	6.00	55.00	
3 to 4 ft.	8.50	70.00	

## PERENNIALS

	Per 100	Per 1000	
<b>Bleeding Heart, Old-fashioned</b>			
3 to 5 eye.	30.00	250.00	
5 to 8 eye.	35.00	300.00	
<b>Lythrum, Morden Hardy Pink, field-grown,</b>			
No. 1	15.00	120.00	

## EVERGREEN LINERS

	Per 100	Per 1000	
Well established 2½-in. pot plants from our greenhouses.			
<b>American Dark Green Arborvitae</b>			
Globe Jewell Arborvitae	20.00	180.00	
Globe woodwardi Arborvitae	20.00	180.00	
Jewell pyramidalis Arborvitae	20.00	180.00	
<b>Juniperus, Andorra</b>			
Juniperus communis aurea	18.00	160.00	
Juniperus glauca hetzii	20.00	180.00	
Juniperus kosteri	22.00	200.00	
Juniperus Pfitzeriana	22.00	200.00	
<b>Juniperus Sabina</b>			
	20.00	180.00	

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The following list of well grown, quality Fruit Trees is offered to the wholesale trade:

### SOUR CHERRY TREES

	Per 10	Per 100	Per 1000
1-in. and up.....	\$10.00	\$95.00	...
11/16-in. and up..	9.00	85.00	\$700.00
9/16-in. and up..	8.00	75.00	600.00

Early Richmond Montmorency

### STANDARD PEAR TREES, 2-YEAR

	Per 10	Per 100	Per 1000
11/16-in. and up.....	\$7.50	\$70.00	\$650.00
9/16-in. and up..	6.00	55.00	...
7/16-in. and up..	5.00	45.00	...

Bartlett	Duchess
Bosc	Flemish Beauty
Clairgeau	Kieffer
Clapp's Favorite	Lincoln
Conference	Seckel
	Sheldon

Cherry Trees have been certified free from virus disease by the Michigan Department of Agriculture, and all stock has been inspected and carries a certificate from the State of Michigan.

Please make your reservations at once so your order can be reserved and shipped in the late fall of 1949, or spring of 1950, when you want it.

Usual terms to firms with established credit. Otherwise, cash with order.

### APRICOT TREES

	Per 10	Per 100
2-yr. 1-in. ....	\$10.00	\$95.00
2-yr. 11/16-in. ....	7.50	70.00
2-yr. 9/16-in. ....	5.00	40.00

Early Golden Moorpark

### PEACH TREES, 1-YEAR

	Per 10	Per 100	Per 1000
1-in. and up.....	\$6.50	\$60.00	\$450.00
11/16-in. and up....	5.50	50.00	350.00
9/16-in. and up....	4.50	40.00	250.00
7/16-in. and up....	3.50	30.00	200.00

Arp Beauty	Fertile Hale	Redhaven
Champion	Golden Jubilee	Rochester
Early Elberta	Halehaven	Southhaven
Elberta	J. H. Hale	Sun-Glo
Fairhaven	July Elberta	

able. In the latter case, one or two seeds are planted in a thumb pot of granulated peat, and the pots are plunged to the brim in early spring. That plan usually gives good germination and produces plants large enough for the field at planting-out time. Incidentally, that is also a good way to handle many seeds which are hard to germinate.

### Sphaeralcea.

When I began thinking about sphaeralcea as a subject for a note, I tried to shape some argument to induce investigators to search for a westerner I had in mind, but none sufficiently convincing came to the surface. In a naturally conservative profession in which money making is the main object, it seems to take more than curiosity to induce its practitioners out of their ruts; so I shall have to speak enthusiastically of this westerner and hope that the words may eventually bear good fruit.

Unless one reads between the lines of sphaeralcea literature and lets his curiosity carry him beyond the statements that the species are confined to the warmer regions of South Africa and the Americas, he is likely to think that none is suited to outdoor culture in the northern states. That is not the case, however, as one can prove to his own satisfaction by getting the intriguing *S. acerifolia* and its near relative (found at a few stations in Illinois and West Virginia) whose name now escapes my memory. And then there is a most pleasing member of the genus, *S. subrhomboidea*, from the west or southwest, or both, which would further prove the point.

If I had to make a choice of the sphaeralceas that have been in this garden, it would unhesitatingly fall on the last mentioned. It came to me years ago from that indefatigable collector, the late Judge Ben Johnson of Salt Lake City, who worked over the Utah-Arizona territory with a fine-toothed comb, bringing back many plants which had long defied other collectors. My notes fail, though, to show where it was collected; so I am merely guessing when I call it a Utah plant, because none of the floras at hand when this note is being written even mentions it. Its ability to get along on less moisture than most of its kind confirms the supposition that it came from a rather dry country, which could mean either Utah or Arizona. In any case, it is a lovely plant, making an attractive bush of two feet in height, more or less, depending upon fertility and moisture, and bearing an abundance of conspicuous reddish-orange mal-

## PONTIAC NURSERIES ROMEO, MICH.

Phone: 350

## EVERGREENS, BROAD-LEAVED and CONIFEROUS

	Each	Per 10	Per 100
<i>Berberis julianae</i> , 18 to 24 ins.....	\$2.00	\$17.50	...
<i>Berberis julianae</i> , 2 to 3 ft.....	3.00	27.50	...
<i>Berberis verruculosa</i> , 12 to 16 ins.....	1.75	15.00	...
<i>Berberis verruculosa</i> , 15 to 18 ins.....	2.25	20.00	...
<i>Buxus sempervirens</i> , 8 to 10 ins., trans., puddled roots.....	4.00	\$35.00	...
<i>Buxus sempervirens</i> , 10 to 12 ins., trans., puddled roots.....	6.50	60.00	...
<i>Ilex crenata rotundifolia</i> , 15 to 18 ins.....	1.75	15.00	...
<i>Ilex crenata rotundifolia</i> , 18 to 24 ins.....	2.25	20.00	...
<i>Pyracantha angustifolia</i> and <i>rogersi</i> , 2 to 3 ft.....	2.00	17.50	...
<i>Pyracantha angustifolia</i> and <i>rogersi</i> , 3 to 4 ft.....	3.00	27.50	...
<i>Pyracantha angustifolia</i> and <i>rogersi</i> , 4 to 5 ft.....	4.00	37.50	...
<i>Rhododendron catawbiense</i> , 2 to 3 ft.....	2.75	25.00	...
<i>Rhododendron maximum</i> , 2 to 3 ft.....	2.50	22.50	...
<i>Rhododendron maximum</i> , 3 to 4 ft.....	3.50	32.50	...
<i>Viburnum rhytidophyllum</i> , 3 to 4 ft.....	3.50	32.50	...
<i>Juniper</i> , Irish, 3 to 4 ft.....	2.50	22.50	...
<i>Juniper</i> , Meyer's, 24 to 30 ins.....	2.50	22.50	...
<i>Taxus cuspidata</i> , 30 to 36 ins.....	3.25	30.00	...
<i>Taxus cuspidata</i> , <i>capitata</i> and <i>hicksii</i> , 15 to 18 ins.....	2.75	25.00	...
<i>Taxus cuspidata</i> , <i>capitata</i> and <i>hicksii</i> , 18 to 24 ins.....	3.25	32.50	...
<i>Taxus cuspidata</i> , <i>capitata</i> and <i>hicksii</i> , 24 to 30 ins.....	4.25	40.00	...
<i>Taxus cuspidata</i> , 15 to 18 ins.....	2.75	25.00	...
<i>Taxus cuspidata</i> , 18 to 24 ins.....	3.50	32.50	...

NOTE: All Evergreens dug balled and burlapped, with exceptions noted.

Submit your list for quotations on other varieties and sizes.

## WAYNESBORO NURSERIES, Waynesboro, Virginia

## VINES

	Per 10	Per 100	Per 1000
<i>Celastrus scandens</i> , American Bittersweet.			
3-yr., No. 1, fruiting strain.....	\$3.50	\$28.00	\$250.00
2-yr., No. 1, fruiting strain.....	2.50	22.00	200.00
2-yr., medium, fruiting strain.....	2.10	18.00	150.00
<i>Lonicera</i> , Honeysuckle.			
Goldflame, The original Willis introduction.	4.50	40.00	...
2-yr., No. 1.....	5.50	50.00	...
Hall's Japanese.			
2-yr., No. 1.....	1.90	16.00	...
2-yr., medium.....	1.40	12.00	...

Send for complete wholesale price list.

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OTTAWA, KAN.

lows in twiggy panicles. It is easily propagated from seeds and was quite hardy in northern Michigan.

To forestall all inquiries, I shall say that I do not know now where it is to be procured, though I sent seeds to southwestern growers and one grower in Oregon more than ten years ago. But that should not deter anyone from making a search for the plant. What does it matter that one does not find everything this year? There are always the next year and the next. And one often comes upon plants unawares. I am reminded of an incident long ago: An eastern reader asked for the source of an unusual plant which I could not locate. Before the summer was over, he wrote saying that he had found it in a friend's nursery within ten miles of his place. And another: A Colorado grower had been searching for a gilia which the floras said grew within fifty miles of his nursery. An excursion to the mountains one Sunday that summer produced all the seeds he needed.

#### Anthemis Rudolphiana.

I have no idea how many anthemis species have been described by botanists, but they must be legion, for I have had scores, and little more than the surface has been scratched. If I were younger and had more time, I know of few more pleasant tasks than the collecting of anthemises. I should know that I was in for a lot of weeds, such as *A. cotula*, and then, once in a while, one would come along with the jewelike brilliance of *A. rudolphiana*.

In 1935 this name was listed by one of the smaller German nurseries without comment of any kind; nor was it mentioned in any of the floras I had at that time. But that did not deter me from ordering seeds for trial. The results were one of the happy surprises which befall the investigator at infrequent—all too infrequent, one thinks sometimes—intervals. Its silvery, silky plumelike leaves first attracted attention, and that phase was even more impressive as the plant spread its foliage over a space of a foot or more on a sunny slope in the rock garden. And then when it showed its true worth by a more or less summer-long display of golden-yellow heads on 6-inch stems, my pleasure was unbounded. We must have hit on its requirements when we gave it a soil made up mostly of sand and stone chips (limestone in this case) with just enough leaf mold to supply nourishment and hold moisture, for it immediately covered its slope with some of the loveliest foliage that is



Some of our Buddleia photographed in the field, August 22, 1949.

## SHRUBS

	Per 10	Per 100	Per 1000
<b>ALMOND, Pink-flowering.</b> <i>Prunus glandulosa</i> .	\$5.50	\$50.00	\$400.00
2 to 3 ft., own-root.....	4.50	40.00	350.00
18 to 24 ins., own-root.....	2.90	25.00	...
<b>BARBERRY, Red-leaved.</b>	4.00	35.00	...
18 to 24 ins.....	3.20	27.50	...
15 to 18 ins.....	2.50	22.50	...
<b>Thunbergi.</b>	2.90	25.00	225.00
18 to 24 ins.....	2.40	20.00	175.00
12 to 15 ins.....	1.80	15.00	...
<b>BUTTERFLY BUSH.</b> <i>Buddleia</i> .			
<b>Charming, pink.</b>			
No. 1.....	2.00	25.00	...
Medium.....	2.40	20.00	...
<b>Dubonnet, reddish-purple.</b>			
No. 1.....	2.00	25.00	225.00
Medium.....	2.40	20.00	180.00
<b>Florimart, lavender, new.</b>			
No. 1.....	2.00	25.00	225.00
Medium.....	2.40	20.00	180.00
<b>CYDONIA JAPONICA.</b> Flowering Quince.			
Cutting-grown.....			
2 to 3 ft., selected red.....	4.00	35.00	...
18 to 24 ins., selected red.....	2.90	25.00	225.00
12 to 18 ins., selected red.....	2.10	18.00	160.00
<b>HYDRANGEA, Arborescens grandiflora.</b> Hills of Snow.			
2 to 3 ft.....	5.50	50.00	...
18 to 24 ins.....	4.00	35.00	320.00
12 to 18 ins.....	3.20	25.00	220.00
<b>Paniculata grandiflora</b> (Peegee H.), Meehan strain.			
2 to 3 ft.....	5.50	50.00	...
18 to 24 ins.....	4.00	35.00	...
12 to 18 ins.....	3.20	25.00	...
<b>PHILADELPHUS.</b> Syringa, or Mock Orange.			
<b>Coronarius.</b>			
2 to 3 ft.....	4.50	40.00	350.00
2 to 3 ft.....	4.00	35.00	280.00
18 to 24 ins.....	2.90	25.00	200.00
<b>Virginalis.</b>			
2 to 3 ft.....	6.50	60.00	550.00
18 to 24 ins.....	5.50	50.00	400.00
12 to 18 ins.....	4.50	40.00	300.00
<b>SPIRAEA, Anthony Waterer.</b>			
18 to 24 ins.....	4.00	35.00	...
15 to 18 ins.....	3.50	30.00	...
12 to 15 ins.....	2.90	25.00	...
<b>Arguta, Garland Spiraea.</b>			
2 to 3 ft.....	4.00	35.00	300.00
18 to 24 ins.....	2.90	25.00	220.00
12 to 18 ins.....	2.10	18.00	...
<b>Froebell.</b>			
2 to 2 1/2 ft.....	3.50	30.00	270.00
18 to 24 ins.....	2.90	25.00	220.00
12 to 18 ins.....	2.10	18.00	160.00
<b>Vanhoenst.</b> Bridal Wreath.			
3 to 4 ft.....	3.50	30.00	...
2 to 3 ft.....	2.50	22.00	200.00
18 to 24 ins.....	1.90	16.00	140.00
<b>TAMARIX, Africana.</b>			
3 to 4 ft.....	4.50	40.00	350.00
2 to 3 ft.....	3.50	30.00	250.00
18 to 24 ins.....	2.50	20.00	180.00
<b>Hispida.</b>			
3 to 4 ft.....	4.50	40.00	350.00
2 to 3 ft.....	3.50	30.00	250.00
18 to 24 ins.....	2.50	20.00	180.00
12 to 18 ins.....	1.90	16.00	...

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# FRUIT TREES

## APPLE

	Each	Per 10	Per 100	Per 1000
1-yr., 11/16-in.	\$0.60	\$5.00	\$45.00	\$400.00
2-yr., 9/16-in.	.50	4.50	35.00	300.00
2-yr., 7/16-in.	.40	3.00	25.00	200.00
3-yr., 5/8 to 1-in.	.35	6.50	60.00	550.00

Anoka	Double Red Stayman
Bonum	Early Harvest
Close	Early Red Bird
Cortland	Gillia Beauty
Delicious	Grimes Golden
Double Red Delicious	Hyslop Crab
Double Red Dutchess	Ida
Double Red Jonathan	Lowry
Double Red McIntosh	McIntosh
Double Red Rome	M. B. Twig

Maiden Blush
N. W. Greening
Perry's Winesap
Red Beauty
Stayman
Summer Rambo
Winesap
Yellow Transparent
York Imperial

## PEACH

	Each	Per 10	Per 100	Per 1000
9/16-in. up	\$0.50	\$4.50	\$40.00	\$350.00
7/16-in.	.40	3.50	30.00	250.00
2 to 3 ft.	.35	3.00	25.00	200.00

Belle of Georgia	Halehaven
Brinkett	English Cling
Campton	Hillier
Elberta	J. H. Hale
Golden East	Indian
Golden Jubilee	Krummel

Lizzie
Mayflower
Redhaven
Summercrest
Sullivan's Early Elberta

## CHERRY

	Each	Per 10	Per 100	Per 1000
Early Richmond and Large Montmorency	\$1.00	\$9.50	\$90.00	
9/16-in.	.90	8.50	80.00	
7/16-in.	.75	7.00	65.00	

## PLUM

	Each	Per 10	Per 100	Per 1000
11/16-in.	\$0.85	\$8.00	\$70.00	
9/16-in.	.75	6.50	60.00	
7/16-in.	.60	5.00	45.00	

Abundance	Mammoth Golden
Burbank	Red June

Shropshire Damson
Stanley Prune
Wickson

## KIEFFER PEAR

	Each	Per 10	Per 100	Per 1000
2-yr., 5/8 to 1-in.	\$0.75	\$6.50	\$60.00	
2-yr., 11/16-in.	.60	4.50	40.00	
2-yr., 9/16-in.	.40	3.50	30.00	

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Hemming strain of trees raised only from our heavy-bearing parent trees.

	Per 10	Per 100	Per 1000
18 to 24 ins.	\$3.50	\$32.50	\$300.00
2 to 3 ft.	6.00	55.00	500.00
3 to 4 ft.	8.00	70.00	650.00
4 to 5 ft.	10.00	90.00	750.00

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## CANADIAN HEMLOCK

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Per 1000

2-yr. seedlings, 2 to 4 ins.	\$30.00
2-yr. seedlings, 4 to 8 ins.	45.00

As shown on photo, size and grade are equal to average 3-yr. stock.

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likely to appear in hardy plants. It comes easily from seeds, after they are found, and may then be endlessly multiplied from divisions.

### Giant Hyssop.

Recently while going over an old garden notebook of 1940, I found reference to a plant, *Agastache anethiodora* (*A. foeniculum*), which I had forgotten, not having seen it since it was under trial here at that time. However, it brings back pleasant, fragrant memories and prompts a few words in praise of a worthy plant which seems to have escaped the attention of most gardeners.

Generally speaking, the genus is not exciting, at least so far as I know it. The common representative in the east, *A. nepetoides*, found growing on the borders of woods and in copses, has little in its small greenish-yellow flowers to induce a gardener to give it space in his plantings. Two or three Rocky mountain species that were grown here were not exciting, either. I was pleasantly surprised, therefore, when plants which came from seeds marked *A. anethiodora* proved to be quite attractive.

This is the giant hyssop, or anise hyssop, of everyday language and well deserves these names—the first because of its stately stature of four feet (perhaps more in rich soil, well supplied with moisture) and the other from its pleasant odor of anise. The latter should be recommendation enough in itself for many a gardener who gardens with his nose as well as his eyes, but its flowering season in summer is in its favor, too. It began to bloom here in June and continued well into August, its purplish flowers in long spikes at the tops of wiry graceful stems making the so-called difficult month of July a little more pleasant. It is not a spectacular plant, to be sure, and probably would not attract much attention except during July and August, but its fragrance is not to be ignored.

It did well here in full sun or light shade in a rich soil. A long blooming season seemed to depend upon the presence of moisture during the summer months. It is easily grown from seeds, blooming the first year if started early, and it may be endlessly multiplied by division or from cuttings in spring.

OWNERSHIP of the Ohio Nursery Label Co., Elyria, O., has been taken over by William E. George. The firm was formerly owned by John Bozman.

## GRAFTED STOCK For Spring, 1950, Delivery

	Per 10	Per 100	Per 10	Per 100
<i>Acer palmatum atropurpureum</i>	\$7.00	\$65.00	<i>Magnolia soulangeana nigra</i>	\$6.50 \$60.00
<i>Acer palmatum dissectum atropurpureum</i>	7.00	65.00	<i>Magnolia stellata</i>	6.50 60.00
<i>Cornus florida alba plena</i>	5.00	45.00	<i>Magnolia stellata rubra</i>	7.00 65.00
<i>Cornus florida rubra</i>	5.00	45.00	<i>Magnolia stellata, Water Lily</i>	6.50 60.00
<i>Cornus florida rubra Prosser</i>	7.00	65.00	<i>Magnolia rustica rubra</i>	7.00 65.00
<i>Fagus sylvatica riversi</i>	7.00	65.00	<i>Thuja occidentalis douglasii (spiralis)</i>	4.50 40.00
<i>Ilex opaca femina</i>	5.00	45.00	<i>Thuja occidentalis elegantissima</i>	4.50 40.00
<i>Juniperus chinensis columnaris glauca</i>	5.00	45.00	<i>Thuja occidentalis lutea, Mary Corey</i>	4.50 40.00
<i>Juniperus chinensis columnaris viridis</i>	5.00	45.00	<i>Thuja occidentalis lutea, George Peabody</i>	4.50 40.00
<i>Juniperus chinensis keteleeri</i>	5.00	45.00	<i>Thuja occidentalis nigra</i>	4.50 40.00
<i>Juniperus chinensis nebariensis</i>	5.00	45.00	<i>Thuja occidentalis pyramidalis</i>	4.50 40.00
<i>Juniperus chinensis sargentii</i>	5.00	45.00	<i>Thuja occidentalis rosenthali</i>	4.50 40.00
<i>Juniperus chinensis sargentii glauca</i>	5.00	45.00	<i>Thuja occidentalis wareana (sibirica)</i>	4.50 40.00
<i>Juniperus chinensis meyeri</i>	5.00	45.00	<i>Thuja orientalis aurea nana</i>	4.00 35.00
<i>Juniperus virginiana burki</i>	5.00	45.00	<i>Thuja orientalis conspicua</i>	4.00 35.00
<i>Juniperus virginiana canaertii</i>	5.00	45.00	<i>Thuja orientalis elegantissima</i>	4.00 35.00
<i>Juniperus virginiana elegantissima</i>	5.00	45.00	<i>Tsuga canadensis pendula</i>	5.50 50.00
<i>Juniperus virginiana glauca</i>	5.00	45.00	<i>Tsuga canadensis pendula, 1-yr. grafts</i>	7.00 65.00
<i>Juniperus virginiana globosa</i>	5.00	45.00		
<i>Juniperus virginiana kosteriana</i>	5.00	45.00		
<i>Juniperus virginiana schottii</i>	5.00	45.00		
<i>Juniperus virginiana pyramideformis hillii</i>	5.00	45.00		
<i>Juniperus sabina Von Ehren</i>	5.00	45.00		
<i>Magnolia lennei</i>	7.00	65.00		
<i>Magnolia soulangeana</i>	6.50	60.00		

All the above shipped from 2 1/4-inch rose pots.

### Special for Fall Shipment

<i>Magnolia soulangeana, 1-yr. grafts</i>	\$75.00 per 100
<i>Magnolia soulangeana nigra, 1-yr. grafts</i>	\$75.00 per 100

Prices are F.O.B. Mountain View, N. J., packing additional at cost. Usual terms to those of established credit. No goods sent C.O.D. unless 25 per cent of amount is sent with order. All this material is listed subject to prior sale and crop conditions.

**HESS' NURSERIES**

**MOUNTAIN VIEW, N. J.**

#### NEW CASHMAN FIRM.

Formation of the Cashman Greenhouses, Inc., as a subsidiary of the Sherman Nursery Co., at Charles City, Ia., was announced recently by Richard J. Cashman, president of both companies. The new company will operate the wholesale and retail flower department of the parent firm. Other officers of the new company are J. W. Phares, vice-president, and M. W. Schwarz, secretary-treasurer.

Construction of a new greenhouse for growing roses will be started this fall. This building will add 11,000 square feet of glass to the 90,000 square feet now in operation. When it is completed, the new corporation will be the second largest grower of roses in Iowa, Mr. Cashman said.

CARL FOSDICK, owner of Carl's Flower Shop, Scottsdale, Ariz., reports that the business has been moved into Laird's Nursery & Garden supply building at Scottsdale.

TWINS, a boy and a girl, were born September 7 to Mrs. C. N. Sparks, Stillwater, Okla., youngest daughter of J. Frank Sneed, Sneed Nursery, Oklahoma City, Okla. This makes seven grandchildren for Mr. Sneed.

## LANDSCAPE ARCHITECTS

We can supply the most beautiful specimens of **KOSTER BLUE SPRUCE**, 7 to 20 ft. Also **ABIES CONCOLOR** and **COLORADO SPRUCE**, 10 to 20 ft. **PRICES** on application.

## NURSERYMEN

BOOKING NOW FOR FALL, 1949, and SPRING, 1950

Limited quantity of 2-yr. field-grown **KOSTER BLUE GRAFTS**, average 12 ins., B&B, \$260.00 per 100.

#### DELIVERY SPRING, 1950

**KOSTER BLUE GRAFTS**, 9 to 10 ins., 3-in. pots, \$155.00 per 100. To be shipped latter part of May when well hardened off. Check with order, packing free. Satisfaction guaranteed.

Certified material.

## FADDEGON'S NURSERIES

NISKAYUNA, N. Y.

Established 1920

9 miles from Albany

## MAXWELL, BOWDEN & RICE

Incorporated  
Wholesale Nurseries  
GENEVA, NEW YORK  
Phone 2974

## TAXUS MEDIA HALLORAN

The past winter proved this variety to be very well adapted for the middle western climate. We have 1, 2 and 3-year liners to offer.

**VERKADE'S NURSERIES**

NEW LONDON, CONN.

# Louisiana Convention

By Alton Broussard

The 1949 Louisiana nurserymen's convention, at Lafayette, September 23 and 24, was so successful and enjoyable that the group voted to return each year for the annual meeting. Sessions began on the afternoon of September 23, in the Ranch House of Southwestern Louisiana Institute with Dr. T. J. Arceneaux, dean of the college of agriculture, acting as master of ceremonies.

Joel L. Fletcher, president of Southwestern Louisiana Institute, and the only speaker on the afternoon program, reviewed the assistance and cooperation offered by the college to the industry. He urged the nurserymen to support proposed investments for research done by capable men.

A temporary chairman, Jesse Breedlove, Tyler, Tex., was selected by a group of nurserymen seeking to organize a chapter of the American Association of Nurserymen. The action followed Mr. Breedlove's report on the national nurserymen's meeting. Fritz Huber, Jennings, was elected temporary president of the petitioning group. Other temporary officers are Rene Casadaban, Abita Springs, vice-president; Price Magee, Folsom, secretary, and Aubrey Henderson, Lafayette, treasurer.

A tour of many of the nurseries in the Lafayette area was conducted during the late afternoon. The group met again later at the Girard nursery, where the Oaks Irrigation Co. presented a demonstration of field irrigation. The day was concluded with a Louisiana-style shrimp boil. The event, conducted by the Southwest Louisiana Nurserymen's Association, was well attended, and the number of requests for the recipe used in boiling the shrimp indicated its success.

A suggestion that nurserymen add a line of annual flowers and vegetables in season was offered by Dr. W. D. Kimbrough, Louisiana State University, during the Saturday session. This line would take care of the homeowner's increasing need for plants, Dr. Kimbrough said. Purchasers of such plants are willing to pay a reasonable price, in order to obtain plants instead of sowing seeds.

Another suggestion for possible extra profits was offered by Prof. Ira S. Nelson, Southwestern Louisiana Institute, who said nurserymen could well afford to handle a line of good but low-priced herbaceous perennials. Most of the herbaceous perennials now being handled by nur-

rymen are sold to connoisseurs at high prices, he pointed out.

Homeowners are demanding more plant materials than nurserymen are able to supply, it was indicated by Mrs. U. B. Evans, Ferriday, past president of the Louisiana Garden Clubs. If professional growers want to cater to this potential market, they should not only meet current demands, but introduce to the homeowner plants he has never heard about. Plants which are adaptable to the area in which they are sold, and which will give color and fragrance for each season should be available to homeowners, she said.

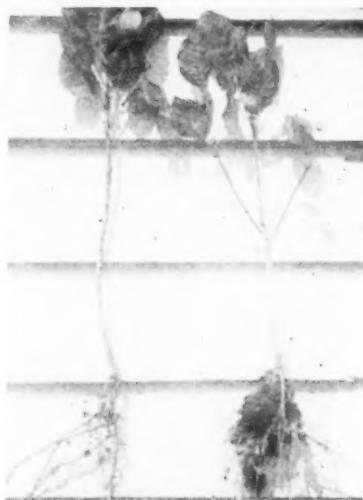
To prove that nurserymen could profit from intelligent advertising, Donald H. Halsey, Fitzgerald Advertising Agency, New Orleans, demonstrated how this sales promotion medium was paying handsome dividends in other fields. Mr. Halsey accompanied his talk with illustrations on placards.

Pricing is a problem which can be handled best through proper research and experimentation, the visitors

were told by H. N. Creed, assistant professor of business administration. Maintain suitable records of production and distribution costs in order to arrive at some basis upon which to build price structures, he advised. Professor Creed also recommended the establishment of a central unit for the collection and dissemination of information as a means of assisting the nurserymen with the problems of what to grow, how much to grow and when to grow.

For the convenience of landscape architects and others who may be interested in purchasing large quantities of plant materials, nurserymen should list their available stocks, Ralph E. Gunn, Houston, Tex., landscape architect, told the convention. Sometimes, landscape men are unable to do a good job because they cannot obtain either the plants or the proper-size plants they need, Mr. Gunn said.

The potentialities in the field of horticulture were described at the Saturday session by W. E. Anderson,



## SPECIALS:

### SUGAR MAPLES

### ENGLISH IVY

#### Broad-leaved Evergreens

Abelia  
Azalea  
Elaeagnus  
Euonymus patens  
Ilex (Holly)  
Laurocerasus  
Ligustrum  
Magnolia grandiflora  
Nandina  
Pyracantha

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Maples • Oaks  
Conifers  
Arborvitae  
Chamaecyparis (Retinospora)  
Juniper

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Experienced  
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Dependable

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**NURSERIES, Inc.**  
Greensboro, N. C.

## SMOKETREE

*Rhus Cotinus*

	Per	Per
6 to 9 ins., sdgs....	\$ 9.00	\$ 80.00
9 to 12 ins., sdgs....	11.00	100.00
12 to 18 ins., sdgs....	17.50	150.00

## EUROPEAN MOUNTAIN ASH

6 to 9 ins., sdgs....	5.00	40.00
18 to 24 ins., trans....	15.00	125.00

## NANKING CHERRY

*Prunus fomentosa*

9 to 12 ins., sdgs....	6.50	...
12 to 18 ins., sdgs....	9.00	...

## PHOTINIA VILLOSA

6 to 9 ins....	7.50	65.00
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## NEWPORT NURSERY CO.

NEWPORT, MICH.

# FINISHED STOCK FOR FALL, 1949

<b>American Arborvitae</b> (Broad pyramids)	Each
2 to 3 ft., B&B.....	\$2.00
3 to 4 ft., B&B.....	2.75
<b>Azalea mollis</b>	
12 to 15 ins., B&B.....	1.25
15 to 18 ins., B&B.....	1.50
<b>Chamaecyparis filifera</b>	
2 to 3 ft., B&B.....	2.50
3 to 4 ft., B&B.....	3.75
<b>Hemlock</b> (Broadly sheared)	
2 to 3 ft., B&B.....	2.00
<b>Leucothoe catesbeiana</b>	
12 to 15 ins., B&B.....	1.25
<b>Mugho Pine</b> , 24 to 36 ins., B&B.....	2.50
<b>Picea Japonica</b>	
12 to 15 ins., B&B.....	1.25
15 to 18 ins., B&B.....	1.60
18 to 21 ins., B&B.....	1.90
<b>Rhododendron Hybrids</b>	
12 to 15 ins., B&B.....	1.75
15 to 18 ins., B&B.....	2.50
<b>Taxus capitata</b>	
18 to 24 ins., B&B.....	2.50
24 to 30 ins., B&B.....	3.00
30 to 36 ins., B&B.....	4.00

Order not less than 10 of a kind. No boxing; truck or carloads only. Jap. beetle certification provided. Cash with order.

Send for our 1949-1950 catalog.

## PALLACK BROS. NURSERIES, Inc.

(On Highway 19,  
31 miles north of Pittsburgh, Pa.)

R.F.D. 1      Harmony, Pa.  
Phone: Zellenople 476-J 21

Louisiana commissioner of agriculture. Directing the attention of his audience to the availability of professionally trained personnel furnished by the colleges and universities in Louisiana, Commissioner Anderson said, "Unless these young men find suitable and satisfactory employment in this state, they will leave and we will find ourselves without trained forces properly and economically to handle the business."

A second tour, this time to other nurseries in the Lafayette area, was conducted Saturday afternoon, following the regular session. The tour group gathered at the Henderson nursery to see a demonstration of nursery equipment.

Entertainment Saturday night consisted of a barbecue supper at Lafayette's Poor Boy's Riverside Inn. Highlight of the supper was the presentation of a blooming orchid plant to Edward Y. Teas, Bellaire, Tex., to whom the convention was dedicated in recognition of his achievements in horticulture and floriculture.

From proceeds of the convention the nurserymen donated \$150 with which to set up a scholarship for a student of Southwestern Louisiana Institute who will work with flowering shrubs adapted to production in Louisiana.

THE address of Toth's Nursery, operated by Joseph and Rose Toth and their son, Larry, has been changed from Eight Mile road, Farmington, Mich., to 26940 Grand River, Detroit.

## LINING-OUT STOCK — FALL, 1949-SPRING, 1950

Heavy liners from field beds of 1, 2 and 3-year plantings. X indicates times transplanted 25 of a kind at 100 rate; 300 of a kind at 1000 rate; 100 each variety, in transplants, 5 varieties, at the 1000 rate. Terms: Cash with order. Japanese beetle certification provided upon request. Write for our latest listing of nursery stock. Ready now. Shipped express or parcel post.

	rate	rate	rate
	each	each	each
<b>Althea, Hibiscus syriacus</b> , 5 to 10 ins., sdig., 1-yr.	\$0.03	\$0.02	
<b>Althea, Hibiscus syriacus</b> , 10 to 20 ins., sdig., 1-yr.	.05	.03	
<b>Azalea mollis</b> , 2 to 5 ins., X, 1-yr. (Spring).	.15	.12	
<b>Azalea mollis</b> , 6 to 12 ins., X, 2-yr.	.25	.22	
<b>Azalea mollis</b> , 6 to 9 ins., XX, 3-yr. branched.	.45	.40	
<b>Azalea mollis</b> , 9 to 12 ins., XX, 3-yr. branched.	.65	.55	
<b>Azalea mollis</b> , 12 to 15 ins., XX, 3-yr. branched (B&B add 25c).....	1.00	..	
<b>Azalea mollis</b> , 15 to 18 ins., XXX, 4-yr., branched (B&B add 25c).....	1.25	..	
<b>Azalea kaempferi</b> hyb., 4 to 6 ins., XX, 2-yr.	.25	..	
<b>Azalea kaempferi</b> hyb., 6 to 12 ins., XX, 3-yr.	.35	..	
<b>Azalea kaempferi</b> hyb., 12 to 18 ins., XX, 3-yr.	.45	..	
<b>Buxus sempervirens</b> , 6 to 12 ins., XX, 2-yr.	.18	..	
<b>Calycanthus floridus</b> , 4 to 10 ins., sdig., 1-yr.	.05	.04	
<b>Chamaecyparis lawsoniana</b> , 8 to 12 ins., sdig., 2-yr.	.10	.08	
<b>Chamaecyparis laws. alumi</b> , X, 6 to 10 ins., 1-yr.	.15	.13	
<b>Chamaecyparis laws. alumi</b> , X, 10 to 15 ins., 2-yr.	.20	.18	
<b>Chamaecyparis filifera aurea</b> , 4 to 8 ins., X, 1-yr.	.15	.12	
<b>Chamaecyparis filifera aurea</b> , 6 to 10 ins., XX, 2-yr.	.22	..	
<b>Chamaecyparis pisifera aurea</b> , 6 to 10 ins., X, 1-yr.	.15	.12	
<b>Chamaecyparis pisifera aurea</b> , 9 to 12 ins., XX, 2-yr.	.20	.18	
<b>Cotoneaster horizontalis</b> , 6 to 9 ins., X, 1-yr.	.18	..	
<b>Cytisus purpureus</b> (Scotch Broom), X, 2-yr.	.15	.12	
<b>Euonymus carrierei</b> , 4 to 8 ins., X, 1-yr.	.10	.08	
<b>Euonymus carrierei</b> , 6 to 10 ins., XX, 2-yr.	.15	.12	
<b>Euonymus carrierei</b> , 8 to 12 ins., XXX, 3-yr. cutback.	.25	..	
<b>Euonymus carrierei</b> , 4 to 8 ins., X, 1-yr.	.10	.08	
<b>Euonymus coloratus</b> , 6 to 12 ins., XX, 2-yr.	.18	.16	
<b>Euonymus fortunei erecta</b> , 4 to 8 ins., X, 1-yr.	.10	.08	
<b>Euonymus fortunei erecta</b> , 8 to 12 ins., XX, 2-yr.	.15	.12	
<b>Euonymus patens</b> , 4 to 8 ins., X, 1-yr.	.12	.10	
<b>Euonymus vegetus</b> , 6 to 12 ins., XX, 2-yr.	.18	.16	
<b>Euonymus vegetus</b> , 6 to 12 ins., XX, 2-yr.	.12	.10	
<b>Ilex crenata</b> , 3 to 6 ins., X, 1-yr.	.12	.11	
<b>Ilex crenata</b> , 4 to 6 ins., XX, 2-yr.	.17	..	
<b>Ilex crenata</b> , 6 to 9 ins., XX, 2-yr.	.25	..	
<b>Ilex crenata bullata</b> , 4 to 6 ins., X.	.18	.16	
<b>Ilex crenata bullata</b> , 6 to 8 ins., XX, 2-yr.	.25	..	
<b>Ilex crenata bullata</b> , 8 to 12 ins., XXX, 3-yr.	.45	..	
<b>Ilex glabra</b> , 4 to 6 ins., X.	.18	.16	
<b>Ilex glabra</b> , 8 to 10 ins., XX, 3-yr.	.30	..	
<b>Ilex glabra</b> , 10 to 15 ins., XXX, 3-yr.	.50	..	
<b>Ilex glabra</b> , 15 to 20 ins., XXX, 3-yr.	.70	..	
<b>Ilex rotundifolia</b> , 6 to 8 ins., XX, 2-yr.	.24	..	
<b>Ilex rotundifolia</b> , 8 to 12 ins., XXX, 3-yr.	.60	..	
<b>Juniper, Andorra</b> , 6 to 9 ins., X, 1-yr.	.17	.15	
<b>Juniper, Andorra</b> , 6 to 9 ins., XX, 2-yr.	.24	.22	
<b>Juniper, Andorra</b> , 9 to 12 ins., XX, 2-yr.	.30	.28	
<b>Juniper, Irish</b> , 6 to 9 ins., X, 1-yr.	.17	.15	
<b>Juniper, Irish</b> , 8 to 12 ins., XX, 2-yr.	.24	.22	
<b>Juniper, Stricta</b> , 3 to 6 ins., X, 1-yr.	.18	.16	
<b>Juniper, Stricta</b> , 6 to 8 ins., XX, 2-yr.	.25	..	
<b>Juniperus chinensis pfitzeriana</b> , 6 to 9 ins., XX, 2-yr.	.25	..	
<b>Juniperus communis depressa plumosa aurea</b> , 6 to 9 ins., X, 1-yr.	.18	.15	
<b>Juniperus glauca hetzii</b> , 6 to 10 ins., X, 1-yr.	.17	.15	
<b>Juniperus glauca hetzii</b> , 8 to 12 ins., XX, 2-yr.	.25	..	
<b>Juniperus glauca hetzii</b> , 12 to 15 ins., XX, 2-yr.	.35	..	
<b>Juniperus horizontalis glauca</b> , 6 to 8 ins., X, 1-yr.	.15	.12	
<b>Juniperus horizontalis glauca</b> , 8 to 12 ins., XX, 2-yr.	.20	.18	
<b>Juniperus virginiana</b> , 8 to 12 ins., sdig., 2-yr.	.07	.06	
<b>Koelreuteria paniculata</b> , 4 to 6 ins., sdig., 1-yr.	.10	.08	
<b>Larix europaea</b> , 6 to 12 ins., X, 2-yr.	.15	.13	
<b>Leucothoe catesbeiana</b> , 4 to 6 ins., X, 1-yr.	.25	.22	
<b>Leucothoe catesbeiana</b> , 6 to 12 ins., XX, 2-yr.	.04	.03	
<b>Liquidambar styraciflua</b> , 6 to 10 ins., sdig., 1-yr.	.12	..	
<b>Picea excelsa</b> , 4 to 8 ins., X, 3-yr.	.12	..	
<b>Pieris floribunda</b> , 6 to 10 ins., XX, 3-yr.	.35	..	
<b>Pieris floribunda</b> , 10 to 15 ins., XX, 3-yr.	.50	..	
<b>Pieris japonica</b> , 4 to 6 ins., XX, 2-yr.	.20	.18	
<b>Pieris japonica</b> , 6 to 8 ins., XX, 3-yr.	.45	..	
<b>Pieris japonica</b> , 8 to 12 ins., XXX, 3-yr.	.65	..	
<b>Pieris japonica</b> , 12 to 15 ins., XXX, 3-yr.	1.00	..	
<b>Pieris mariana</b> , 4 to 8 ins., X, 1-yr.	.20	..	
<b>Pieris mariana</b> , 8 to 10 ins., XX, 3-yr.	.65	..	
<b>Pieris mariana</b> , 10 to 15 ins., XX, 3-yr.	.90	..	
<b>Pinus montana nigra</b> , 6 to 8 ins., sdig., 2-yr.	.05	.04	
<b>Platycladus orientalis</b> , 6 to 15 ins., sdig.	.10	..	
<b>Pyracantha laioloides</b> , 8 to 12 ins., XX, 2-yr.	.18	..	
<b>Quercus palustris</b> , 4 to 6 ins., sdig., 1-yr.	.08	.06	
<b>Quercus palustris</b> , 8 to 15 ins., sdig., 1-yr.	.12	.10	
<b>Rhododendron hybrid</b> , 6 to 9 ins., XXX, 3-yr.	.65	.55	
<b>Rhododendron hybrid</b> , 9 to 12 ins., XXX, 4-yr.	.85	.70	
<b>Rhododendron hybrid</b> , 12 to 15 ins., XXX, 4-yr. (B&B add 25c).....	1.50	..	
<b>Rhododendron hybrid</b> , 15 to 18 ins., (B&B add 25c).....	2.25	..	
<b>Taxus brownii</b> , 6 to 8 ins., X, 1-yr.	.18	.16	
<b>Taxus capitata</b> , 6 to 9 ins., X, 1-yr.	.15	.15	
<b>Taxus capitata</b> , 4 to 6 ins., XX, 2-yr.	.18	.15	
<b>Taxus capitata</b> , 6 to 8 ins., XX, 2-yr.	.25	..	
<b>Taxus cuspidata</b> , 3 to 6 ins., XX, 3-yr.	.35	..	
<b>Taxus cuspidata</b> , 6 to 9 ins., X, 1-yr.	.12	.11	
<b>Taxus cuspidata</b> , 6 to 9 ins., XX, 2-yr.	.15	.12	
<b>Taxus cuspidata</b> , 6 to 10 ins., XX, 3-yr.	.20	.18	
<b>Taxus cuspidata</b> , 10 to 15 ins., XX, 3-yr.	.35	..	
<b>Taxus media</b> (field), 6 to 12 ins., X, 1-yr.	.14	.12	
<b>Taxus media</b> (field), 6 to 12 ins., X, 1-yr.	.18	.16	
<b>Thuja occidentalis</b> , 4 to 8 ins., 2-yr.	.08	.06	
<b>Thuja occ. ellipticiana</b> , 6 to 9 ins., XX, 2-yr.	.15	..	
<b>Thuja occ. elegansissima lutea</b> , 6 to 9 ins., XX, 2-yr.	.25	..	
<b>Thuja occ. elegansissima lutea</b> , 8 to 12 ins., XX, 3-yr.	.35	..	
<b>Thuja occ. globosa nana</b> , 2 to 5 ins., X, 1-yr.	.15	.13	
<b>Thuja occ. globosa nana</b> , 6 to 8 ins., XX, 2-yr.	.18	.16	
<b>Thuja occ. Hill's Golden</b> , 4 to 6 ins., X, 1-yr.	.18	.16	
<b>Thuja occ. plicata</b> , 6 to 9 ins., XX, 2-yr.	.18	..	
<b>Thuja occ. pyramidalis</b> , 4 to 6 ins., X, 1-yr.	.15	.13	
<b>Thuja occ. pyramidalis</b> , 6 to 8 ins., X, 1-yr.	.20	.18	
<b>Thuja orientalis</b> , 4 to 8 ins., sdig., 1-yr.	.05	.03	
<b>Thuja orientalis</b> , 6 to 9 ins., sdig., 2-yr.	.08	.06	
<b>Tsuga canadensis</b> , 9 to 12 ins., XX, 4-yr.	.28	..	
<b>Tsuga canadensis</b> , 12 to 15 ins., XXX, 5-yr. field.....	.60	.50	
<b>Viburnum opulus nankinum</b> , 4 to 8 ins., XX, 3-yr.....	.20	.18	

## PALLACK BROS. NURSERIES, Inc.

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HARMONY, PA.

## SHADE TREES

	Each	Per 10
Ash, American White, 6 to 8 ft.	\$1.75	\$16.00
Ash, American White, 8 to 10 ft.	2.25	21.50
Catalpa speciosa, 5 to 8 ft.	1.35	12.50
Elm, American, 6 to 8 ft.	1.35	12.50
Elm, American, 8 to 10 ft.	1.60	15.00
Elm, American, 10 to 12 ft.	2.20	20.00
Flowering Cherry, weeping, 5-ft. stems, 2-yr. heads	7.00	65.00
Flowering Cherry, single light pink and double dark pink, 3 to 4 ft.	1.85	17.50
Flowering Cherry, single light pink and double dark pink, 4 to 6 ft.	2.50	23.00
Flowering Peach, red, 3 to 4 ft.	.75	6.50
Flowering Peach, red, 4 to 6 ft.	1.00	9.00
Linden, American, 8 to 10 ft.	2.35	22.00
Linden, American, 10 to 12 ft.	2.75	25.00
Maple, Norway, 5 to 6 ft.	1.60	15.00
Maple, Norway, 6 to 8 ft.	2.00	18.50
Maple, Silver, 6 to 8 ft.	1.35	12.50
Maple, Silver, 8 to 10 ft.	1.60	15.00
Maple, Silver, 10 to 12 ft.	2.20	20.00
Oaks: Chestnut, Scarlet, White, Willow and Red, 6 to 8 ft.	2.65	25.00
8 to 10 ft.	3.65	35.00
Oxydendrum arboreum, 5 to 6 ft.	2.75	25.00
Oxydendrum arboreum, 6 to 8 ft.	3.25	30.00
Poplar, Bolleana, 6 to 8 ft.	1.35	12.50
Poplar, Bolleana, 8 to 10 ft.	1.65	15.00
Poplar, Lombardy, 8 to 10 ft.	.85	7.50
Poplar, Lombardy, 10 to 12 ft.	1.25	11.00
Prunus pissardi, 4 to 6 ft.	1.15	10.00
Prunus pissardi, 6 to 7 ft.	1.60	15.00
Redbud, 4 to 6 ft.	1.00	9.00
Redbud, 6 to 8 ft.	1.75	16.00
Redbud, 8 to 10 ft.	2.50	23.00

Write for quotations on larger quantities.

## WAYNESBORO NURSERIES WAYNESBORO, VIRGINIA

## Virginia Seaside Roses

The quality of our Virginia Seaside Roses was clearly proved by many repeat orders last Spring. They will be just as good for Spring, 1950, and our list of varieties is far more complete, including many patented roses. Get in touch with us without fail before placing your rose order.

### GOOD TREES SCARCE

Our fruit stock is in beautiful shape, but our supply is not too large. Evergreens and shrubs are not too plentiful, and many varieties are practically off the market. We are anxious to take care of our regular customers and suggest that orders be entered as early as possible.

## ILGENFRITZ NURSERIES, Inc.

"THE MONROE NURSERY"

MONROE, MICH.

## TAXUS

Our Taxus are especially nice this season; compact, dark green and three times transplanted.

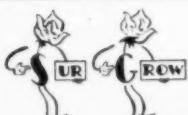
Varieties including: **Cuspidata, Capitata, Hicksii, Brownii** and **Repandens**.

Also specimen landscape material. Send for list.

**W. A. NATORP CO., Cincinnati 29, Ohio**

## ROSE BUSHES

Here in Tyler some 50 Rose Growers are cooperating together to give you the finest of all field grown roses. We grow what we sell—We sell what we advertise. Write us for prices, Box 808, Tyler, Texas.



CO-OPERATIVE ROSE GROWERS

### TEXAS ROSE FESTIVAL.

The twelfth annual Texas rose festival was held at Tyler, September 30 to October 2. The show, planned and managed by the Texas Rose Research Foundation, Inc., assisted by Tyler garden clubs, was considered to be the largest and most varied display of standard and patented roses ever seen at one time.

Jesse Breedlove headed the committee which supervised the general staging of the show. Other members of this committee were Paul Brush, Homer Eikner, Neal Harville and Dr. Eldon W. Lyle, who directed construction of the settings.

The supplying of tens of thousands of blooms to keep the displays fresh was handled by Pat Mackey, assisted by P. C. Moore, Carl Shamburgh, Bryan McGinney and L. A. ("Slick") Dean, while special rose variety displays were managed by Committee Chairman Delbert Thompson, with V. W. Kimbrell, W. W. McGinney and W. D. Dyess. B. M. Browning was in charge of general rose procurement.

Homer Eikner was in charge of commercial entries, Neal Harville supervised flower storage and placing, Paul Brush headed construction and maintenance and Jesse Breedlove supervised supplies. Clark Kidd was publicity head, and Dr. E. W. Lyle handled the rose information desk. Representatives of the American Rose Society and the local chapter of the American Association of University Women, headed by Mrs. Clark Kidd, also assisted at the show.

The artistic arrangement show was supervised by Mrs. Robin H. Brians. Shirley Simons was adviser of the general plan, and the shrubbery setting was done by the Thompson-Hills Landscape Co. Special floral designs were supervised by Ella Sheppard, and Miss Doris Gross supervised color harmony.

Guided rose field tours were featured on the program, one of them consisting of a 19-mile trip around the fields of the Arp Nursery Co., southeast of Tyler. A half-million blooms were said to be growing in this area by L. A. ("Slick") Dean, route chairman. The other tour included visits to a half-dozen rose fields northeast of Tyler. This trip covered thirty-five miles.

John A. Armstrong, past president of the American Association of Nurserymen, was one of the prominent guests at the distinguished guests' luncheon held on September 30. He is executive vice-president and manager of Armstrong Nurseries, Ontario, Calif., and was one

## "LOOK TO LEGHORN'S FOR YOUR QUALITY LINERS"

The following is our offering of liners for Fall or Spring delivery. Order now, so as to be assured of quality liners for your field plantings.

### **Taxus Cupidata**

	Per 100	Per 1000
2-yr., T	\$30.00	\$250.00
3-yr., T, cutback	35.00	300.00
5-yr., TT	55.00	500.00

### **Taxus Cupidata Nana**

True dwarf form.		
3-yr., T, cutback	35.00	300.00
4-yr., TT	50.00	450.00
5-yr., TT	65.00	600.00
6-yr., TT	85.00	750.00

### **Taxus Intermedia**

5-yr., TT	50.00	450.00
7-yr., TT, 10 to 12 ins.	75.00	700.00

### **Taxus Hatfieldi**

2-yr., T	30.00	250.00
3-yr., T	35.00	300.00
4-yr., TT	40.00	350.00

We cannot fill orders for less than one hundred of a size and variety. 250 liners furnished at the thousand rate.

## LEGHORN'S EVERGREEN NURSERIES

GEER STREET

CROMWELL, CONN.

of the organizers and charter members of the All-America Rose Selections, Inc., an international rose-testing organization.

C. J. Lauden officiated at the queen's ball given by the Order of the Rose, of which he is president.

Other features of the rose festival were the coronation of the 1949 rose queen, a rose parade in which a mile length of floats participated, a rose stadium football game between Los Angeles College and Tyler Junior College, a fiesta night and special rose vesper services which closed the program.

BECAUSE of the recent death of J. A. Brandt, sole owner of the Midwest Metal Specialties, Aurora, Ill., the business is expected to be sold. The firm made plant markers, seed and bulb pans, seed display cases and store equipment.

ORGANIZATION of the Fort Dodge Nursery Co., Fort Dodge, Ia., was announced recently by Carl P. Ripper and Carl Dunmire, owners. Mr. Dunmire, who has been in the nursery business at Fort Dodge for several years, will manage the new firm. Mr. Ripper is general manager of North Lawn cemetery, Fort Dodge.

### **Taxus Hicksi**

	Per 100	Per 1000
2-yr., T	\$30.00	\$250.00
3-yr., T	35.00	300.00
6-yr., TTT	80.00	750.00

### **Taxus Capitata** From terminal leaders.

2-yr., T, cutting type	30.00	250.00
3-yr., T, cutting type	35.00	300.00

### **Taxus Mooni**

2-yr., T	30.00	250.00
4-yr., TT	45.00	400.00

### **Thuja Nigra**

2-yr., T	30.00	250.00
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### **SPECIMEN**

## EVERGREENS

### LINERS

Arborvitae, American Pyramidal	Each	Arborvitae, American Pyramidal	Per 100
2 to 3 feet, B & B	\$2.00	6 to 8 ins.	\$16.00
3 to 4 feet, B & B	2.50	8 to 10 ins.	22.00

### Arborvitae, Woodward Globe

12 to 15 ins., B & B	1.00	Arborvitae, Woodward Globe	15.00
15 to 18 ins., B & B	1.25	5 to 8 ins.	15.00
18 to 24 ins., B & B	1.50	8 to 10 ins.	22.00

OUR 75th YEAR

### SARCOXIE NURSERIES PEONY FIELDS

WILD BROS. NURSERY CO.

SARCOXIE

Send for our general list

MISSOURI

## NORTHERN-GROWN EVERGREENS

### SPRUCE - JUNIPER

### TAXUS - ARBORVITAE

Write for list.

## BROWN DEER NURSERIES

P. O. Box 1747

Milwaukee 1, Wis.

"True Varieties" Is Not a Boast... It's A HABIT!

**ROSEBUSHES** **ARP** **PECAN TREES**  
 Licensed Grower, All-America Introductions. WALNUT, FIG  
 Refrigeration. PERSIMMON  
 AVOID HEELYARD HAVOC. **TYLER, TEXAS** Wholesale Catalog.  
 GET YOURS FIELD-FRESH AND FREEZE-FREE.

## LINING-OUT STOCK

	Per 100	Per 1000
<i>Cornus florida</i> , 1-yr. sdgs., 10 to 18 ins.	\$ 5.00	\$ 30.00
<i>Cotoneaster divaricata</i> , 1-yr. sdgs., 6 to 12 ins.	10.00	75.00
<i>Daphne mezereum</i> , 2-yr. sdgs., 4 to 6 ins.	12.00	...
<i>Daphne mezereum album</i> , 2-yr. sdgs., 6 to 10 ins.	12.00	...
<i>Euonymus vegetus</i> , 1-yr. tr., 4 to 8 ins.	12.50	100.00
<i>Euonymus vegetus</i> , 1-yr. tr., 6 to 10 ins.	17.50	150.00
<i>Forsythia Spring Glory</i> , new, 1-yr. tr., 12 to 18 ins.	16.00	150.00
<i>Japanese Maple</i> , red and green, mixed, 1-yr. sdgs.	8.00	60.00
<i>Juniperus meyeri</i> , 1-yr. tr., 5 to 8 ins.	30.00	250.00
<i>Juniperus stricta</i> (Greek), 2-yr. tr., 8 to 10 ins.	50.00	450.00
<i>Lilac, Belle de Nancy</i> , 2-yr. grafts, 15 to 24 ins.	40.00	...
<i>Lilac, Charles Joly</i> , 2-yr. grafts, 15 to 24 ins.	40.00	...
<i>Lilac, Lucie Balfet</i> , 2-yr. grafts, 15 to 24 ins.	40.00	...
<i>Magnolia liliiflora</i> , 2-yr. grafts, 12 to 18 ins.	150.00	...
<i>Magnolia soulangeana</i> , 1-yr. tr., cuttings.	50.00	...
<i>Magnolia soulangeana</i> , 2-yr. tr., cuttings, 12 to 18 ins.	75.00	...
<i>Spruce, Koster's Blue</i> , 1-yr. grafts.	100.00	...
<i>Taxus brevifolia</i> , 2-yr. tr., 6 to 9 ins.	30.00	250.00
<i>Taxus capitata</i> (from Jap. Seed), 7-yr., twice tr., 12 to 15 ins.	125.00	1000.00
<i>Taxus cuspidata</i> (spreading), 2-yr. tr.	25.00	200.00
<i>Taxus cuspidata</i> (spreading), 4-yr., twice tr.	55.00	500.00
<i>Taxus hatfieldi</i> , 3-yr. tr., 12 to 18 ins.	35.00	300.00
<i>Thuja pyramidalis</i> , 1-yr. grafts, 12 to 15 ins.	50.00	450.00

## C. HOOGENDOORN, NURSERYMAN

Turner Rd.

NEWPORT, R. I.

## GUARANTEED LINING-OUT STOCK—FALL, 1949

	Per 1000
<i>Banks Pine</i> , 3-yr. transplants (2-1), 5 to 10 ins.	\$30.00
<i>Scotch Pine</i> , 4-yr. transplants (2-2), 4 to 8 ins.	50.00
<i>Scotch Pine</i> , 3-yr. transplants (2-1), 4 to 8 ins.	45.00
<i>Black Hill Spruce</i> , 5-yr. transplants (3-2), 4 to 8 ins.	60.00
<i>Norway Spruce</i> , 3-yr. transplants (2-1), 3 to 5 ins.	35.00
<i>Norway Spruce</i> , 4-yr. transplants (2-2), 4 to 8 ins.	65.00
<i>White Spruce</i> , 3-yr. transplants (2-1), 3 to 6 ins.	40.00
<i>White Spruce</i> , 4-yr. transplants (2-2), 4 to 10 ins.	50.00

Terms: Cash with order, or 50% with order and balance C.O.D.

### OUR GUARANTEE

Ninety per cent of all transplants sold at regular wholesale prices, as quoted in this list, are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1950.

Several other varieties available. Send for complete list of stock.

**WESTERN MAINE FOREST NURSERY CO., DEPT. AN-109 Fryeburg, Maine**

## LINERS

## FINISHED MATERIALS

General Line of Ornamentals.

See our Fall Trade List offering in quantity.

*Berberis thunbergi*, 15 to 24 ins.  
*Berberis thunbergi atropurpurea*, 15 to 30 ins.  
*Philadelphus virginialis*, 18 to 36 ins.  
*Ligustrum, Amur River North*, 15 to 48 ins.  
*Hybrid Azaleas*, 18 to 30 ins.  
*Ampelopsis quinquefolia*, 3-yr.

**FAIRVIEW EVERGREEN NURSERIES**

Fairview, Pa.

## QUALITY DUTCH AND NATIVE-GROWN BULBS

Write for Wholesale Price List

**NEAL BULB CO., 15-18 ELLIS AVE. FAIR LAWN, N. J.**

## OBITUARY

### Hans Peter Sass.

Hans Peter Sass, nationally known iris breeder, died September 18, at the age of 81, at a hospital at Omaha, Neb. His home and farm were at Bennington, Neb., a suburb of Omaha.

Mr. Sass had spent more than forty years breeding iris, having conducted more than a million breeding experiments. He and his brother, Jacob, who died in 1945, were given the English Dykes medal, top honor in the iris world, four times. The brothers also won the Foster Memorial plaque, which recognizes the grower rather than the plant, and the honor plaque of the American Iris Society, which was awarded for the first time in the history of the society in 1941.

Surviving are a daughter, Anne, Bennington; two brothers, Henry, Benson, and Claus, Bennington, and a sister, Mrs. William Lange, Eliott, Ia.

### Dr. E. I. Wilde.

Dr. Earl I. Wilde, superintendent of Michigan State College's Hidden Lake Gardens, Tipton, died at Tecumseh, Mich., following a brief illness. He was 61 years old.

Superintendent of the gardens only since January, Dr. Wilde had come to Michigan after thirty-six years of teaching and experimental work at Pennsylvania State College, where he had gained recognition for his studies of roses and ornamental plants.

The 1949 award for research in annuals was given Dr. Wilde September 2 by All-America Selections. He was a past president of Pi Alpha Xi, honorary floriculture and ornamental horticulture fraternity, and was a member of several other scientific societies. He was also the author of several horticultural books.

Mrs. Wilde survives.

### Edward M. Naughton.

Edward M. Naughton, head of Naughton Farms, Inc., Waxahachie, Tex., died September 10 at the age of 74. He is survived by his widow, two sons, two daughters and a sister.

### D. F. Fisher.

D. F. Fisher, noted plant scientist with the United States Department of Agriculture since 1912, died September 18. Only 61 when he died, he was considered a foremost authority on the handling, storage and shipment of fresh fruits and vegetables in

# KRIEGER'S WHOLESALE NURSERY

BRIDGMAN, MICHIGAN

Telephone 22

## SMALL FRUITS

These prices cancel all previous lists and are subject to change without notice. 250 or over at 1000 rate. Boxing at cost. All prices F.O.B. Bridgman. Usual terms.

### GRAPES

	Per 100	Per 1000
Concord, 2-1	\$10.00	\$80.00
Concord, 1-1	8.00	60.00
Niagara, 2-1	11.00	90.00
Niagara, 1-1	9.00	70.00
Catawba, 2-1	11.00	90.00
Catawba, 1-1	9.00	70.00
Frederonia, 2-1	11.00	90.00
Frederonia, 1-1	9.00	70.00
Delaware, 2-1	14.00	120.00
Delaware, 1-1	11.00	90.00
Van Buren, 2-1	26.00	—
Van Buren, 1-1	16.00	—
Sheridan, 1-1	14.00	—

### BLACKBERRIES

	6.50	55.00
Eldorado, transplants	5.00	40.00
Eldorado, No. 1, r.c.	5.00	40.00
Alfred, transplants	6.50	55.00
Alfred, No. 1, r.c.	5.00	40.00
Early Harvest, No. 1, r.c.	5.00	40.00

### BOYSENBERRIES and DEWBERRIES

	5.00	40.00
Boysenberry (Common), No. 1 tips	5.50	45.00
Boysenberry (Thornless), No. 1 tips	5.50	40.00

### CURRENTS

	15.00	130.00
Wilder, 3-yr. heavy	12.00	100.00
Wilder, 2-yr. No. 1	7.00	60.00
Red Lake, 2-yr. No. 1	16.00	—
Red Lake, 1-yr. No. 1	12.00	—

### GOOSEBERRIES

	25.00	—
Downing, 2-yr. No. 1	25.00	—
Houghton, 2-yr. No. 1	25.00	—

### BLUEBERRIES

	Prices of Rancocas, Rubel, Jersey	Each Per 10	Per 100	Per 1000
2-yr., 9 to 12 ins., bearing age...	\$0.40	\$3.50	\$32.50	\$300.00
3-yr., 12 to 18 ins., bearing age...	.55	5.00	47.50	450.00
4-yr., 18 to 24 ins., bearing age...	.75	7.00	67.50	650.00

Write for Special Quotations on Quantity Lots.

### RED RASPBERRIES

	Per 100	Per 1000
Latham, transplants	\$7.50	\$62.50
Latham, 1-yr. No. 1	6.00	47.50
Chief, transplants	7.00	60.00
Chief, 1-yr. No. 1	5.50	45.00
Sunrise, transplants	7.00	60.00
Sunrise, 1-yr. No. 1	5.50	45.00
Indian Summer, transplants	8.00	70.00
Indian Summer, 1-yr. No. 1	6.50	55.00
St. Regis, transplants	7.00	60.00
St. Regis, 1-yr. No. 1	5.50	45.00

### BLACK RASPBERRIES

	8.00	70.00
Cumberland, trans., No. 1	6.50	55.00
Cumberland, trans., No. 2	4.50	35.00
Cumberland, Thins, No. 1	8.00	70.00
Logan, trans., No. 1	6.50	55.00
Logan, trans., No. 2	4.50	35.00
Morrison, trans., No. 1	9.00	80.00
Morrison, trans., No. 2	7.50	65.00
Morrison, tips, No. 1	5.00	40.00

### PURPLE RASPBERRIES

	5.50	45.00
ASPARAGUS		

### Paradise and Washington

	3-yr. heavy	4.00	30.00
2-yr. No. 1	2.30	18.00	
1-yr. No. 1	1.70	12.00	
1-yr., in 10,000 lots			10.00

### VICTORIA RHUBARB

	Whole Roots	8.00	75.00
1 1/2-in. and up	5.50	50.00	
1 to 1 1/2-in.	4.00	35.00	
5/8 to 1-in.	3.00	25.00	
1/2 to 5/8-in.			

### RED RHUBARB

	Canada Red, No. 1 divisions	40.00	350.00
McDonald, No. 1 divisions	30.00		250.00

### HORSE-RADISH

	Cuttings, 4 to 5 ins.	2.00	15.00
Whole Roots	4.50		35.00

## WE OFFER THE FOLLOWING SURPLUS ITEMS FOR FALL DELIVERY

*Rhododendron carolinianum*, B&B, 12 to 24 ins.

*Rhododendron catawbiense*, B&B, 12 to 24 ins.

*Tsuga canadensis*, B&B, 18 ins. to 4 1/2 ft.

## CURTIS NURSERIES CALICOON, N. Y.

## ROSA MULTIFLORA

For living fence and soil conservation.

Hardy, thorny type, grown locally in our own nursery. One-year seedlings all table-graded. Available for delivery on or about November 1.

Write for Wholesale Trade List

## CLOVERNOOK NURSERIES, Inc.

710 E. Fairy Chasm Rd. MILWAUKEE 11, WIS.

## ROBERTS NURSERY CO.

Wholesale growers of Dependable

### FRUIT TREES

We solicit your list of wants.

DANVILLE, N. Y.

# State Meetings

## MARYLAND MEETING.

The summer meeting of the Maryland Nurserymen's Association was held at the Royalton hotel, Ocean City, September 18 and 19, with fun and relaxation as the main theme.

Registration began at 3:30 Sunday afternoon, and shortly afterward small groups of nurserymen gathered together to meet and talk in the lobby, on the porch or on the boardwalk.

Sunday evening fifty-four members and guests enjoyed an excellent dinner. After dinner President Jack Rayner introduced G. Hale Harrison as toastmaster, who in turn introduced some of the prominent guests, including Dr. Ernest N. Cory, state entomologist; Senator Clayton A. Bunting, Selbyville, Del.; Dr. George S. Langford, College Park; John A. Tankard, Exmore, Va., and Curtis Porterfield, executive assistant of the American Association of Nurserymen, Washington, D. C.

In the spirit of the meeting, the principal speaker of the evening was the Honorable Zach Wells, the "sage of Sussex" and humorist, who entertained the party with his keen wit.

Monday morning, a beach party was held in front of the hotel. The only business session was held after the Monday noon luncheon, with President Jack Rayner presiding. The treasurer reported a July 1 balance of \$1.07 after the expensive court case on the sales tax was completed.

A moment of silence was observed in memory of Mr. Hitzer, Hagerstown, and W. F. Allen, Salisbury.

John Burton reported on the association's successful sales tax fight, but recalled with disappointment that the legislature later specifically amended the law to include nurserymen. He also remarked that the association had aroused antagonism in the comptroller's office. There was some possibility that the amendment might be stricken out at the next legislature. G. Hale Harrison was appointed chairman of a committee to work on the association's legislative interest in the sales tax question.

Gilbert Gude discussed the purchase of farm truck tags and gave his opinion that only nursery stock grown at one's own nursery could be hauled in trucks with farm tags.

Both the question of raising the dues to \$5 a year per member and the additional assessment of \$5 a year to

build up a fund for research fellowships were held over until the winter meeting at Baltimore.

John Burton gave an account of his trip to San Francisco as delegate for the Maryland-West chapter of the American Association of Nurserymen.

Curtis Porterfield, of the American Association of Nurserymen, gave a brief outline of the diamond jubilee convention to be held at Washington, D. C., next year, and said the Maryland and Virginia associations were counted upon to help do a bang-up job.

E. S. H.

## VIRGINIA MEETING.

Moultrie H. Lanier, Colonial Farms, Inc., Richmond, was elected president of the Virginia Nurserymen's Association at the annual convention at Bristol, August 29 to 31. He was vice-president of the association last year and secretary-treasurer the year before. S. D. Tankard, Jr., Tankard Nurseries, Exmore, was elected vice-president, and A. S. Gresham, Jr., Gresham's Nursery, Richmond, was reelected secretary-treasurer.

## LINING-OUT STOCK SPECIAL

FALL, 1949—SPRING, 1950

Azaleas, Berberis, Boxwood (Old English), Dogwoods, Lilacs, Red Maples, Taxus, etc.

Highest quality. Discount for quantity orders. Ask for list.

## DEERFIELD NURSERIES

DEERFIELD STREET P. O. N. J.

Our  
Shade trees  
Will satisfy the  
Most discriminating

## F & F NURSERIES SPRINGFIELD, N. J.

## PRIVET and BERBERIS

Splendid Stock

Write for Special Quotations

LESTER C. LOVETT  
MILFORD DELAWARE

## EVERGREENS

### Northern-grown

Canadian Hemlock

American Arborvitae

Balsam Fir

	Per 100	Per 1000
2 to 4 ins., sdls.....	\$0.80	\$ 5.00
3 to 6 ins., sdls.....	1.50	10.00
6 to 9 ins., sdls.....	2.50	15.00
9 to 12 ins.....	6.00	40.00
12 to 18 ins.....	8.00	65.00

Freshly collected. Well rooted. Puddled and packed in sphagnum moss. Catalog of plants, ferns, etc., on request.

WILLIAM CROSBY HORSFORD  
CHARLOTTE, VERMONT

## QUALITY LINERS

	Per 100
Hatfield Upright Yew 9 to 12 ins., heavy fr.....	\$35.00
American Holly 8 to 12 ins., sdls.....	15.00
Red Flg. Dogwood 10 to 15 ins., grafts.....	60.00
Send for new Fall List	

## POSSUM HOLLOW NURSERIES

6327 Magnolia St.  
PHILADELPHIA 44, PA.

## SPECIAL SALE ON PACHYSANDRAS

Well rooted plants which have been outdoor-grown for one full year.  
\$5.00 per 1000.

\$47.50 per 1000.

\$45.00 per 1000 for over 6000.

PURCHASE NURSERIES  
297 Old Lake St.  
Purchase, N. Y.

# SCARFF'S Nursery



## Headquarters for BERRY PLANTS and ORNAMENTALS

### — NEW —

#### VALENTINE

#### ALL-RED RHUBARB

Sugar-sweet for culinary use and freezing. Stalks and pith red throughout and remain red the entire summer.

— Complete Trade List on Request —

#### ORNAMENTAL SHRUBS

Buddleia, 2 to 3 ft.

Forsythia spect., 3, 4 and 5 ft.

Hamamelis vernalis, 3, 4 and 5 ft.

Prunus tomentosum, 2 and 3 ft.

Spiraea V.H., heavy, 3 and 4 ft.

#### Raspberry Plants

New Bristol and

Morrison Black

Latham

Indian Summer

#### Blueberries

Boysenberries

#### LIVING CHRISTMAS TREES

NORWAY SPRUCE,

4 to 7 ft.,

well grown, good color. Drive over to our nursery, or write for prices. Will sell any quantity or entire blocks.

Send Your Want List for Lowest Prices.

## W. N. SCARFF'S SONS

New Carlisle, Ohio

convention members who wished to attend the performance of the play, "You Can't Take It with You," given by the Barter theater at Abingdon. The past president's banquet and dance supplied entertainment the second evening, with Frank LaBar as banquet toastmaster.

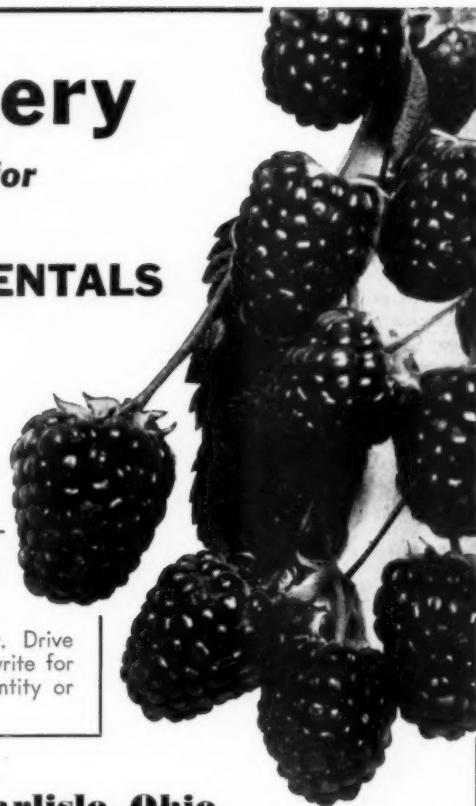
Several documentary motion pictures were shown.

A. S. Gresham, Jr., Sec'y.

#### NEBRASKA FIELD DAY.

The Nebraska Association of Nurserymen held its annual field day at the Plumfield Nurseries, Fremont, September 12. Although muddy roads prevented touring the fields, members and their wives inspected the buildings, watched demonstrations of machinery and visited. Despite cloudy, misty weather, attendance was good, and nurserymen visited from all of the states adjoining Nebraska. Lloyd A. Moffet, Gus Gritzmaher and Ralph Wier, of the Plumfield Nurseries, were hosts.

Visitors were guests of the Plumfield Nurseries for a chicken dinner at the City Auditorium at noon. Robert Campbell, Lincoln, president of the association, called on E. S. Welch, veteran nurseryman of Shenandoah, Ia., who gave a short talk.



## TAXUS CAPITATA

Each

18 to 24 ins., XXX in No. 3 Cloverset pots. .... \$2.50

24 to 30 ins., XXX in No. 4 Cloverset pots. .... 3.50

No shipping; truck delivery only.

## ANDERSEN'S EVERGREEN NURSERY

SCOTTSVILLE, MICH.

#### ACER PLATANOIDES • NORWAY MAPLES

	Per 100
6 to 8 ft., $\frac{3}{4}$ to 1 $\frac{1}{2}$ -in. cal.	\$ 60.00
8 to 10 ft., $\frac{1}{2}$ to 1 $\frac{1}{2}$ -in. cal.	75.00
9 to 11 ft., $1\frac{1}{2}$ to 1 $\frac{1}{2}$ -in. cal.	150.00
10 to 12 ft., $1\frac{1}{2}$ to 1 $\frac{1}{2}$ -in. cal.	200.00
11 to 13 ft., $1\frac{1}{2}$ to 2 -in. cal.	225.00
2 to $2\frac{1}{2}$ -in. cal.	\$3.00 each.

All these trees are well branched with fine fibrous roots and have been twice transplanted.

An additional charge of 10 per cent will be added for balling. No charge for loading trucks here at the nursery.

When C.O.D. shipment is desired, a cash deposit of 25 per cent must accompany order.

Orders for less than 100 of a size will be invoiced at an ADVANCE of 25 per cent OVER THE HUNDRED RATE.

#### STATE ROAD NURSERY

State and Sprout Rds. Media, Pa.

Route 1

#### A General Line of

#### FRUIT and ORNAMENTAL

#### TREES and PLANTS

BUNTINGS' NURSERIES, Inc.

SELBYVILLE, DEL.

Box 3



## LINERS

WELL ESTABLISHED

List and prices  
on request.

## GRESHAM'S NURSERY

R.F.D. 9 RICHMOND, VA.

## BURR

Leading wholesale source for

Nursery Stock

Send us your Want List.

C. R. BURR & CO., INC.

Manchester, Conn.

## BERRYHILL'S New Fall Catalog Shows SAMPLE ITEMS

4200 Pyramidal Arborvitae, 4 to 5 ft.  
1500 Globe Arborvitae, 15 to 18 ins.  
1800 Norway Spruce, 3 to 4 ft.  
250 Red Pine, 3 to 4 ft.  
1500 Swedish Juniper, 3 to 4 ft.  
350 Green Juniper, 18 to 24 ins.  
600 Jun. virg. burki, 3 to 4 ft.  
400 Jun. virg. canaertii, 4 to 5 ft.  
650 Jun. virg. glauca, 4 to 5 ft.  
250 Jun. virg. keteleeri, 4 to 5 ft.  
1500 Taxus cuspidata, 18 to 24 ins.  
300 Taxus hicksii, 24 to 30 ins.  
1200 Biotia aurea nana, 15 to 18 ins.  
2000 Silver Maple, 8 to 10 ft.  
1400 Euonymus rad. erecta,  
15 to 18 ins.  
550 Mahonia aquifolium, 15 to 18 ins.

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2-yr. seedlings, certified.  
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SHRUBS—ROSES—PEONIES  
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2-yr. T, 4 to 8 ins., \$15.00 per 100. Very  
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Gives a great variety of colors and  
types, from choice whites to orchids,  
deepest pinks and reds.

Also *Azalea Hinodegiri*, 3 to 5 ins., T,  
and *Azalea ledifolia alba*, 3 to 8 ins., T,  
both \$15.00 per 100.

**ALANWOLD NURSERY**  
NESHAMINY, Bucks Co., PA.

Guests from the college of agriculture also spoke.

In the business session, a report of the special committee on plantings for a Blue Star highway was approved. It was decided to change the place of the annual meeting from Lincoln to Omaha this coming winter. The time and place of the meeting will be announced later.

Charles W. Andrews, Sec'y.

## MISSISSIPPI ELECTION.

D. Howard Adams, manager of Adams Greenhouse, Pass Christian, Miss., was elected president of the Mississippi Coast Florists' and Nurserymen's Association at a recent meeting held at the Alamo Guest House, Gulfport. Other officers are Standish Bradford, of Bradford Nursery, Ocean Springs, vice-president, and Mrs. Kay Carron, of Kay's Flowers, Biloxi, secretary-treasurer. Retiring officers are L. S. Wiswell, president; D. Howard Adams, vice-president, and Standish Bradford, secretary-treasurer.

## NEW PLANT PATENTS.

The following plant patents were issued recently, according to Rummler, Rummler & Snow, Chicago patent lawyers:

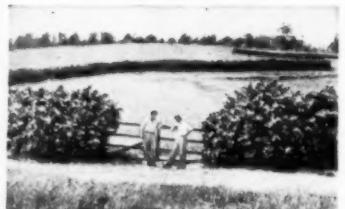
No. 846. Rose plant. Josephine D. Brownell, Little Compton, R. I. The hardy hybrid Rosa wichuraiana hybrid tea rose plant variety, characterized by its resistance to winter injury, with leaves frequently of seven leaflets, of light red shades, averaging about thirty-five petals informally arranged that open to show the stamens, of fragrance closely resembling that of the carnation, all substantially as described.

No. 847. Flowering quince plant. Walter B. Clarke, San Jose, Calif., assignor to W. B. Clarke & Co., San Jose. A new and distinct variety of plant of the species Chaenomeles lagenaria, Koidzumi, substantially as described, being characterized by the changing and distinct colors of its blooms, appearing during different stages of development, being pure white at first, then tinged with pink tops and finally turning to a soft rose; the habit of its first blooms being single-petaled and the later ones double-petaled; the shape and coloring of its leaves, and its superior keeping quality as a cut flower.

No. 848. Juniper tree. Scott Wilmore, Wheat Ridge, Colo. A new and distinct variety of juniper tree, characterized as to novelty by its silver-gray color and the habit of this coloring of growing more brilliant during the winter season, particularly increasing such brilliancy the more it is exposed to the sun; by the density of its whipcord foliage even in young growths; by its slow growing habit to average height, and by the natural pyramidal shape of the tree without shearing, substantially as shown and described.

No. 849. Rose plant. Josephine D. Brownell, Little Compton, R. I. The hardy hybrid Rosa wichuraiana hybrid tea rose plant variety herein disclosed, character-

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## ORNAMENTAL EVERGREENS

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list of lining-out stock.

ized by its resistance to winter injury, its mild pleasing fragrance, its leaflets of a brilliant green, with form and color substantially as described and shown, and its flower being of red to pink shades with yellow overlay.

No. 850. Rose plant. Alfred Krebs, Montebello, Calif., assignor to Howard & Smith, Montebello, Calif. The new and distinct variety of hybrid tea rose plant, substantially as herein shown and described, characterized particularly by its strong, compact growth; its large, well branched bloom trusses; its continuous production of large quantities of flowers, and its flower of white petals with highly contrasting chocolate-colored anthers supported by red filaments.

No. 851. Polyantha rose plant. Carl George Duehrsen, Montebello, Calif., assignor to Howard & Smith, Montebello, Calif. The new and distinct variety of polyantha rose plant of the Mlle. C. Brunner type, substantially as herein shown and described, characterized particularly by its erect growth; its long canes; its long-pointed bud, and its deep pink flowers of good petalage and excellent keeping qualities.

No. 852. Rose plant. Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of hybrid tea rose plant, characterized as to novelty by the coloring of the flowers, floriferousness, especially unusual production of flowers in a greenhouse, the habit of the flowers of opening in a cupped form and finishing in a flat form and the coloring of the foliage.

No. 853. Rose plant. Edward Gallagher, Mount Clemens, Mich., assignor to James R. Carey, Mount Clemens, Mich. A new and distinct variety of rose plant, characterized as to novelty by its habits of growth, the unfading yellow of its blooms from bud to full-blown flower, the perfection and large size of the buds and the large size and dark color of the mature foliage.

No. 854. Strawberry plant. Harlow Rockhill, deceased, by Robert A. Rockhill, executor and trustee, Marshalltown, Ia. A new and distinct variety of strawberry plant, characterized as to novelty particularly by its prolific production of berries in an early midseason fruiting period; its wild strawberry flavor; the uniform ripening of its berries; their lack of cores; the even distribution of the deep red coloring throughout the fruit; the strong upright fruit stems, and its resistance to leaf spot.

No. 855. Rose plant. F. H. Howard, Montebello, Calif., assignor to Howard & Smith, Montebello, Calif. A new and distinct variety of hybrid tea rose plant, substantially like the Douglas MacArthur (plant patent No. 581), except that it is characterized particularly by its climbing ability, its slightly larger foliage and its considerably larger buds and flowers.

No. 856. Climbing rose plant. Frank P. Merritt, Hamilton, Mont. A new and distinct variety of climbing hybrid tea rose plant, characterized particularly by its extreme vigor; strong constitution; resistance to disease; long, heavy stalks and stems, and prolific and continuous production of highest-quality flowers of large size, perfect form, substantial texture, pronounced and prolonged fragrance, excellent keeping qualities and distinctive coloring approximating Tyrian rose.

No. 857. Rose plant. Roy L. Byrum, Richmond, Ind., assignor to Joseph H. Hill Co., Richmond, Ind. A new and dis-

## LINERS - Fall, 1949

Rooted Evergreen Cuttings

FIELD FRAMES		POTS	
<i>Juniperus Hetzi Glauca</i>	Per 100	<i>Taxus Capitata</i>	Per 100
2000 8 to 10 ins., 3-yr.	\$27.50	1000 6 to 8 ins., 2-yr.	\$25.00
1000 6 to 8 ins., 3-yr.	25.00	1000 6 to 8 ins., 3-yr.	27.50
3500 8 to 10 ins., 2-yr.	22.50	<i>Taxus Media Hicksii</i>	
<i>Juniperus Hor. Pl. (Andorra)</i>		2000 6 to 8 ins., 2-yr.	25.00
4000 8 to 10 ins., 2-yr.	20.00	1000 8 to 10 ins., 2-yr.	27.50
<i>Picea Albertiana</i>		<i>Juniperus Chin. Pfitzeriana</i>	
400 8 to 10 ins.	25.00	4000 6 to 8 ins., 2-yr.	20.00
<i>Thuja Occ. Globosa</i>		Terms: NET CASH WITH ORDER. PACKING FREE.	
2000 6 to 8 ins., 3-yr.	22.50	Orders will be filled in turn as received while our stocks last, subject to conditions beyond our control.	
4000 6 to 8 ins., 2-yr.	20.00	An order for 25 of the same variety and size sold at the 100 rate.	
<i>Thuja Occ. Pyramidalis</i>		Minimum order, 100 plants.	
2000 6 to 8 ins., 2-yr.	22.50	We would welcome your inspection. Location is 18 miles west of Chicago on Alternate U. S. 30.	

POTS

<i>Juniperus Hor. Pl. (Andorra)</i>	Per 100
4000 6 to 8 ins., 1-yr.	\$20.00
<i>Taxus Cupidata</i>	
4000 6 to 8 ins., 2-yr.	25.00
2000 4 to 6 ins., 2-yr.	22.50
2000 8 to 10 ins., 3-yr.	27.50

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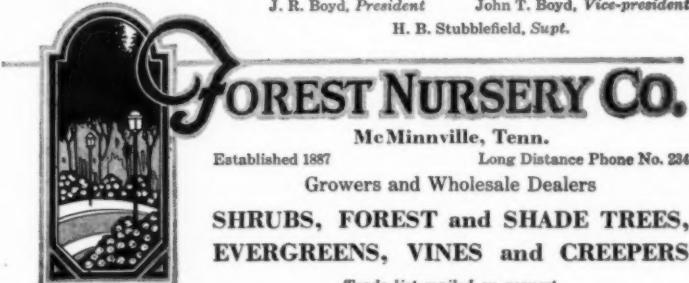
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Price each per 10. 5 per cent off on lots of 50 or more.

Rhododendron	Rhododendron	Kalmia	Azalea
maximum	catawbiense	latifolia	calendulacea and nudiflora
18 to 24 ins.	\$2.25	\$2.75	\$1.80
2 to 2 1/2 ft.	2.85	3.25	2.35
2 1/2 to 3 ft.	3.40	3.90	2.90
3 to 3 1/2 ft.	4.00	5.15	3.50

Nice solid soil ball, well burlapped.  
All budded except Rhodo. max. Shipping or delivery at cost.

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Hardy, northern, collected stock.

Canadian Hemlock

American Arborvitae

Balsam Fir

Per 100 Per 1000

2 to 4 ins., sdgs.	\$0.80	\$ 5.00
3 to 6 ins., sdgs.	1.50	10.00
6 to 9 ins., sdgs.	2.50	15.00
9 to 12 ins.	6.00	40.00
12 to 18 ins.	8.00	65.00

All first-quality stock, well rooted and packed in sphagnum moss.

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For Fall delivery, or later.

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FRANKFORD, DEL.

tinct variety of rose plant, characterized as to novelty by the color of the flowers and uniformity of such coloring; the penetrating fragrance of said flowers; the habit of free breaking from any eye as compared with other varieties of the Briarcliff family, and the slow development of the flowers from bud to full-blown stages.

No. 858. Rose plant. Robert G. Jelly, Richmond, Ind., assignor to the E. G. Hill Co., Richmond, Ind. A new and distinct variety of rose plant, characterized as to novelty by the shape of its flower bud and development thereof into half-open flower at maturity; coloring of the bud and flower; resistance to disease, and free habit.

No. 859. Anthemis tinctoria plant. Ethel S. Russell, Canton, Pa., assignor by mesne assignments to the Wayside Gardens, Mentor, O. A new and distinct variety of Anthemis tinctoria plant, characterized by blooms of an even bright golden-yellow throughout; the extreme doubleness of the blooms, which results in a completely different and rounded shape instead of the conical shape of the blooms of other anthemis plants, and the absence of genital organs and of usual proliferant seedling characteristic of Anthemis tinctoria plants.

No. 860. Rose plant. Theodore J. Morris, deceased, late of Van Nuys, Calif., by Lillian Adele Morris, administrator, Van Nuys, Calif., assignor to Germain Seed & Plant Co., Los Angeles, Calif. A new and distinct variety of hybrid tea rose plant, characterized particularly by its vigor of growth; its strength of stem; its prolific blooming habit; its long-pointed bud, and its flower combining good keeping qualities, large petalage, tea fragrance, azalea-pink to crimson color and irregularly arranged quilled petals.

No. 861. Rose plant. Theodore J. Morris, deceased, late of Van Nuys, Calif., by Lillian Adele Morris, administrator, Van Nuys, Calif., assignor to Germain Seed & Plant Co., Los Angeles, Calif. A new and distinct variety of hybrid tea rose plant, characterized particularly by its disease resistance; its free-blooming habit, and its medium-size flowers having a strong sweetbrier fragrance, deep yellow color with veinings of petals a deeper yellow and the novel form including quilled outer petals and irregular arrangement of the petaloids.

No. 862. Lily plant. Jan de Graaff, Sandy, Ore. A variety of lily plant, characterized by the unusual size and shape of the flowers and semiupright manner in which they are borne, the nonfading quality of the flowers, the substance and length of the petals, the vivid brilliant color of an unusual shade and the unusual manner in which the bulbils form.

No. 863. Tangerine tree. Robert G. Pitman, Apopka, Fla. A new and distinct variety of tangerine tree, characterized by the early ripening, large size and distinctive flavor and color of the fruit.

No. 864. Rose plant. Roy L. Byrum, Richmond, Ind., assignor to Joseph H. Hill Co., Richmond, Ind. A new and distinct variety of rose plant, characterized as to novelty by the coloring of its flowers and shape of foliage.

No. 865. Chrysanthemum plant. Emil Prushek, Niles, Mich., assignor to the R. M. Kellogg Co., Three Rivers, Mich. A new and distinct variety of chrysanthemum plant, characterized as to novelty by its dwarf, compact and floriferous habit of growth and the lighter purple color of its flowers as compared with the Honey Chile variety.

## NORTHERN-GROWN LINING-OUT STOCK

	Per 100	Per 1000
1 to 2 ft.	\$6.00	\$50.00
2 to 3 ft.	8.00	70.00
Clethra alnifolia		
6 to 18 ins.	5.00	45.00
Ilex verticillata		
1 to 2 ft.	5.00	40.00
Syringa vulgaris		
1 to 2 ft.	6.00	50.00
Viburnum cassinoides		
1 to 2 ft.	6.00	50.00
Viburnum lentago		
1 to 2 ft.	6.00	50.00

### EVERGREENS

	Per 100	Per 1000
Thuja occidentalis		
6 to 12 ins.	5.00	40.00
Tsuga canadensis		
4 to 8 ins.	4.00	25.00
8 to 12 ins.	5.00	40.00

The above stock in first-quality collected lining-out stock. Send for complete list of **Hardy Native Ferns, Lillies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.**

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## TAXUS BREVIFOLIA

Finished stock. Come and see it.  
In lots of 25 to 100. For cash.

Each

15 to 18 ins., B&B. .... \$3.50

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## Coming Events

### MEETING CALENDAR.

October 30 to November 1, American Horticultural Council, Inc., Essex House, New York.

November 6 and 7, Florida State Nurserymen's Association trade meet, Orange Court hotel, Orlando.

January 4 to 6, A. A. N. Eastern Regional Meeting, Hotel Statler, New York, N. Y.

January 10 and 11, Oklahoma State Nurserymen's Association, Biltmore hotel, Oklahoma City.

January 11 and 12, Western Association of Nurserymen, Hotel Muehlebach, Kansas City, Mo.

January 13 and 14, Iowa Nurserymen's Association, Hotel Kirkwood, Des Moines.

January 17 to 19, Illinois State Nurserymen's Association, Hotel La Salle, Chicago.

### OKLAHOMA DATES SET.

The winter convention of the Oklahoma State Nurserymen's Association will be held January 10 and 11, at the Biltmore hotel, Oklahoma City, according to Jack Garland, secretary of the state association.

An interesting and informative program has been arranged. Richard White, executive secretary of the American Association of Nurserymen, will be the principal speaker.

### MUM SOCIETY SHOW.

The sixth annual show and meeting of the National Chrysanthemum Society will be held in the Museum building of the New York Botanical Garden, October 21. The show opens at 2 p. m. The program of the meeting will deal with problems of pest control and the use of chrysanthemums in the home garden. Mrs. Vance R. Hood, Boonton, N. J., is show chairman.

Visitors will see the test garden of newer varieties, which was started by the society in 1945 and has been maintained since then by the New York Botanical Garden.

The show exhibits will include sixty-eight classes. Fifty of these will be horticultural. All types of chrysanthemums will be considered for the show.

Carl Toepler, 86 Van Buren avenue, Teaneck, N. J., is secretary, and Charles L. Tyrrell, West Englewood, N. J., is president of the society.

NEWLY chartered is Blossom Nurseries, Inc., at 958 Saw Mill River road, Yonkers, N. Y. The business will consist of a nursery and greenhouse there, with an office at 1 Brook street.

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	Per 10	Per 100	Per 1000
No. 1	\$3.50	\$33.00	\$275.00
No. 1½	3.00	25.00	200.00
No. 2	2.50	20.00	150.00

250 at 1000 rate. Packing free. 5 per cent discount when all cash received by October 15. After then, 3 per cent.

Red Radiance	Peter's Briarcliff	Golden Salmon, poly.
Etoile de Hollande	Cynthia	Ideal, poly.
E. G. Hill	Caledonia	Ellen Poulsen, poly.
Rouge Mallerin	Cl. Caledonia	Geo. Elger, poly.
Poinsettia	K. A. Viktoria	Paul's Scarlet
Nellie Perkins	Luxemburg	Cl. du Pont
Talisman	Lady Hillingdon	Cl. Talisman
Pres. Hoover	Golden Charm	Cl. Etoile de Hollande
Editor McFarland	Golden Ophelia	Cecile Brunner, poly.
Pink Radiance	Sunburst	

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1-year Rooted Cuttings, 2 and 3-year Nursery Plants,  
All Varieties.

Propagated from stock taken from our own productive farms.

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#### Old English BOXWOOD

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SELLING OUT. Specimens 20 x 16 ins. and up; also very large specimens. No smaller stock left. Special discounts on carload or truckload orders. Prices on request. Inspection invited.

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#### CHINESE CHESTNUT TREES

Blight-resistant.

#### TREES—TRANSPLANTS—LINERS

#### THE GOLD CHESTNUT NURSERY

Gowen, W. Va.

# New Books and Bulletins

## GOSSIPING GARDENS.

Something new has been added to the time-worn formula for planting instructions and cultural advice prepared for nursery customers. The new ingredients are interest and humor. An occasional chuckle has been carefully blended into an interesting story in the 32-page book, "Surgery with a Spade," written by A. Z. Godunov, obviously a pseudonym, and published by John J. Morrison & Sons, Lynchburg, Va., at \$1 per copy.

In this book the author eavesdrops on the trees and plants as they whisper to each other after sundown about their transplanting "operations" at the hands of amateur spade surgeons. He passes on enough of the plants' gossip to make any careless planter's ears burn. He has even found that the plants and trees have a few things to say about nurserymen, too.

A humorous black and white drawing on almost every page of this 32-page book helps the guilty reader get the point in a way which he will not forget the next time he practices surgery with a spade.

Mr. Godunov says that even youngsters enjoy reading this booklet, and by this means they learn lessons early which will save them from being the butts of plant gossip in later years.

## IRRIGATED SOILS.

"Irrigated Soils, Their Fertility and Management," by Drs. D. W. Thorne and H. B. Peterson, is a comprehensive book on the basic principles of soil management in arid regions. It deals chiefly with the management phase of irrigation, instead of the engineering phase, as do most other books on the subject. The book is intended to be a text, not only for college instructors, but also for county agents, conservation service field workers and others who instruct in irrigation methods.

In writing their book, the authors have assumed that the reader has elementary knowledge of botany, chemistry, mathematics and physics, and also an understanding of pH, base exchange and physical properties of soils.

This 288-page text is well organized and has a bibliography at the end of each chapter. A glossary defines the more technical terms is

given, as well as an appendix of conversion tables and an author and subject index. It is published by the Blakiston Co., at \$5. Seventy-four illustrations and diagrams help to make this difficult subject more readily understandable.

## TREE GENETICS.

"Genetics in Swedish Forestry Practice," by Bertil Lindquist, professor of forestry at the Royal College of Forestry, Stockholm, is a study of heredity in trees. It tells the methods of breeding trees in Sweden to improve the genetic value and productivity of Swedish forests. The book proceeds from fundamental facts of tree genetics, through the steps to be taken in improving a forest, to an evaluation of improved forests and their effects on the national economy.

This is a well organized book and contains a great deal of useful information for foresters who are interested in pine, spruce, birch, oak, ash and other trees that are grown extensively in Sweden. It is illustrated with reproductions from photographs. The

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Apple Trees  
Plum Trees  
Cherries  
Small Fruits  
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Shade Trees  
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**SHEPARD NURSERIES**  
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60 acres growing. Skaneateles, N. Y.

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With That Wonderful Root System  
Headquarters for  
**HARDY MUMS AND PHLOX.**  
Ask for our Perennial Catalog.  
**WELLER NURSERIES CO., Inc.**  
Leading Perennial Growers  
HOLLAND, MICH.

The **CHRYSANTHEMUM**  
**CATALOG** you cannot afford  
to be without.

WONDERLAND NURSERIES  
Ellerson, Va.

book is published by Chronica Botanica Co., Waltham, Mass., at \$3.50. It is paper bound and has 173 pages of text.

## VEGETABLE CALENDAR.

Proper timing is one of the most important factors in all phases of the successful culture of plants, and because all vegetables do their best when in tune with the seasons, "The Vegetable Calendar" has been prepared by Dr. William H. Eyster, managing editor of Organic Gardening magazine.

The first part of the book gives tables which help determine planting dates and includes maps which show the final dates of frost in spring and the first dates of frost in autumn for various areas of the United States. The second part is devoted to the listing of vegetables which should be

## PEONIES

Young healthy plants.  
Standard 3 to 5-eye divisions.  
Ready for immediate shipment.

	Per	Per	Per
Alexandre Dumas (7.3), pink	10	100	1000
Baroness Schroeder (9.0), flesh-white	4.50	40.00	...
Duchess d'Orleans (6.1), deep pink	3.00	25.00	200.00
Edulis Superba (7.6), cerise	3.50	30.00	250.00
Festiva Maxima (9.3), white	4.00	35.00	...
Floral Treasure (7.5), clear pink	3.00	25.00	200.00
L'Esperance, bright pink	3.00	25.00	200.00
Mme. de Verneille (7.9), white	4.00	35.00	300.00
Mme. C. C. (8.1), flesh pink	3.00	25.00	...
Mme. Jules Elie (9.2), rose-pink	5.00	45.00	...
Unnamed, double pink	2.70	22.00	175.00

Packing at cost except no packing charge for cash with order.

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OTTAWA, KAN.

## PEONIES

Strong divisions, fresh dug when weather permits.  
Thousands lots, 10 per cent less.

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planted in the various states during each month of the year.

"The Vegetable Calendar" is a handy 96-page guide, published by the Rodale Press, Emmaus, Pa., at \$1.

**"TREES."**

This year the United States Department of Agriculture has devoted its 1949 yearbook of agriculture to the subject of "Trees" and has given it that title. The annual brings together, in one volume of 944 pages, the essence of various information about trees which, heretofore, has been widely scattered.

Written in simple English for the layman, the book is the work of 161 contributors, many of whom are the country's leading specialists in their fields. It covers all phases of arboriculture, including selection of trees for the city and country home, breeding of trees, control of insects and diseases, and many aspects of forestry. The book is well illustrated and contains sixteen pages of pictures in full color. There are also a glossary and a well organized bibliography, as well as a comprehensive index.

The tone of "Trees" is slanted toward the general public with the intention of showing them the importance of the nation's trees and forests. It is for sale at \$2 by the Government Printing Office, Washington 25, D. C.

**ANNALS OF LOUISVILLE  
NURSERYMEN'S GROUP.**

What is believed to be the first history of a local nurserymen's association is an interesting paper-bound booklet of sixty-four pages entitled "The Annals of the Louisville Retail Nurserymen's Association, 1923-1948," written by Otto A. Rothert and published by the organization.

For the benefit of the rising generation, and generations to come, it could be hoped that similar histories might be compiled of other trade organizations, local, state and regional. But it is unlikely that such organizations would have in their midst the counterpart of Otto A. Rothert. Because of his interest in gardening he was made an honorary member of the Louisville Retail Nurserymen's Association about twenty years ago and has attended practically all of its monthly meetings since. His hobby has been variegated hardy plants, and some years ago he described his collection in a booklet, "Forest Retreat and Its Garden." He is a Kentucky historian and has published a number of books and brochures and many newspaper and magazine ar-

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10 to 15 ins.	35.00 per 1000
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3 to 4 ft.	17.50 per 100

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ticles on Kentucky. He edited the Pilsen Club History Quarterly for twenty years until three years ago, when he retired at the age of 75 after having served nearly thirty years as secretary of the Pilsen Club, an organization of 800 members devoted to gathering and preserving Kentucky history.

The work involved in the writing of "The Annals of the Louisville Retail Nurserymen's Association" was a labor of love on the part of Mr. Rothert. He presented the manuscript to the organization, which in turn had it published. Copies left beyond the club's requirement may be procured at \$2 each from the president, Carl Ray, P. O. Box 205, St. Matthews, Louisville 7, Ky.

In compiling the history Mr. Rothert drew upon the minutes of the organization, so far as they existed, and upon the recollections of the older members. It reflects the activities of the organization and its importance in providing officers of the state association—in some years all of them—and its work in advancing the nurserymen's profession.

### A. A. N. PROCEEDINGS.

Members of the American Association of Nurserymen have just received a volume of 152 pages, bound in an attractive stiff paper cover, embodying the proceedings of the seventy-fourth annual convention, held at San Francisco last July. The actual convention proceedings are printed more concisely than before, and the final thirty pages of the book are devoted to the 199 woody plants included in the A. A. N. register since it was established in 1947. Descriptions of these plants have appeared quarterly in the American Nurseryman. Now the six lists so far released have been combined, not in numerical order, but in alphabetical arrangement according to genera, for convenient reference.

### BULLETINS RECEIVED.

Information on choosing the right variety of strawberry and on how to plant, irrigate and maintain strawberry plants is given in circular 151 of the California agricultural extension service, University of California, Berkeley. The 16-page booklet, entitled "Growing Strawberries in the Home Garden," is designed to aid the homeowner in successfully growing this difficult plant. Fertilization, insect pests and diseases also are discussed by the author, Richard E. Baker. A table of characteristics of thirteen strawberry varieties lists

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Red Cedar, 6 to 8 ins., under 2/16-in. caliper	6.00	50.00
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Norway Spruce, 4-yr. T., 8 to 12 ins.	7.00	65.00
<b>SEEDLINGS</b>		
Norway Spruce, 2-yr., 2 to 4 ins.	3.00	25.00
Norway Spruce, 3-yr., 4 to 8 ins.	4.00	35.00
Colorado Blue Spruce, 2-yr., 2 to 4 ins.	3.00	25.00
Colorado Blue Spruce, 3-yr., 4 to 8 ins.	4.00	35.00
Black Hills Spruce, 2-yr., 2 to 3 ins.	3.00	25.00
American Arborvitae, 2-yr., 2 to 4 ins.	3.00	25.00
American Arborvitae, 3-yr., 4 to 8 ins.	3.50	30.00
Pine, Montana Mugo, 2-yr., 2 to 4 ins.	3.00	25.00
Pine, Scotch, 2-yr., 3 to 6 ins.	3.00	25.00
Pine, Austrian, 2-yr., 3 to 4 ins.	3.00	25.00
Pine, White, 2-yr., 2 to 4 ins.	3.00	25.00
Red Cedar, Platte River, 1-yr., 2 ins. and up	2.50	20.00
Juniperus Communis, 2-yr., 4 to 6 ins.	4.00	...

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size, color, flavor, disease and insect resistance and adaption to various sections of California as determined by tests at the University of California.

To help prevent soil movement by erosion on all land steep enough to erode during the rainy season, orchards, vineyards, berries and other perennial crops should be planted in rows that curve around or fit the hillside. This is the belief of Lloyd N. Brown, author of circular 152, published recently by the California extension service, University of California, Berkeley. In the 16-page circular, entitled "Contour Planting of Unirrigated Perennials," Mr. Brown describes suitable locations for contour planting and the results of various other types of plantings, such as up-and-down and cross-slope cultivation and square planting. Soil management for perennial unirrigated crops planted on the contour is discussed, and methods of laying out a contour planting are described and illustrated. A list of equipment needed for contour planting also is included.

In bulletin 712, "Reaction of California Soils," published by the college of agriculture, University of California, Berkeley, the effects of pH on plant growth, its influences on soil microorganisms and its role as an indicator of desirable and undesirable soil conditions are discussed. The chief purpose of the booklet, written by Ralph C. Cole, is to supply information on the distribution of acid and basic soils in California and on the relation to soil series and to soil-forming factors, such as climate, rock material and drainage. Many tables of pH of soils in various sections of the state under different amounts of rainfall are included. Accompanying the booklet are soil reaction maps based on soil surveys made over a period of decades.

Dealing with the vegetative growth, development and certain aspects of reproduction of Kentucky bluegrass, research bulletin 681 of the Ohio agricultural experiment station, Wooster, entitled "Kentucky Bluegrass," reports data found in studies of individual shoots and plants of Kentucky bluegrass and in studies of square foot areas of turf grown from seeds sown several years ago. The bulletin, written by Morgan W. Evans, covers bluegrass sod, shoots, leaves, rhizomes, roots, inflorescences, photoperiodic relationships and the annual cycles of growth, development and reproduction.

Results of tests made in Wisconsin nurseries during 1947-48 on the effec-

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Ligustrum sinense.	Amur River South Privet.	
6 to 12 ins., s.	.60	4.00
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Spiraea vanhouttei.	12 to 18 ins.	3.50	32.50
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Spiraea callosa rosea.	12 to 18 ins.	2.00	15.00
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SPIRAEA VANHOUTTEI	12 to 18 ins., hedge	3.50	30.00
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 Thurlow Willow, 5 to 6 ft., up to 2-in.  
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 Cherry, 1-yr., up to 11/16-in.  
 Peach, up to 1-in.  
 Pear and Plum, up to 11/16-in.  
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tiveness of oil sprays for controlling weeds in conifer beds are reported in "Control of Weeds in Conifer Nurseries by Mineral Spirits," station paper No. 17, published by the Lake States forest experiment station, St. Paul, Minn. The reaction of various species and age classes of conifers to sprays of mineral spirits are described by J. H. Stoeckeler in the 23-page paper.

The causes of the winter damage to conifers which occurred in the forests of Wisconsin, Minnesota, North Dakota and South Dakota during the winter of 1947-48, the species injured and their recovery are discussed in station paper No. 18, "Winter Injury and Recovery of Conifers in the Upper Midwest," published in June by the Lake States forest experiment station, St. Paul, Minn. The 20-page bulletin, written by J. H. Stoeckeler and Paul O. Rudolf, stresses the lessons which may be learned from these injuries and suggests methods of avoiding winter injury in the future.

## ILLUSTRATES BOOKS.

In the review of the new volume, "Florist Crop Production and Marketing," by Dr. Kenneth Post, of Cornell University, in a recent issue there might have been included mention of the fact that 200 of the 225 sketches among the illustrations in the book were made by John B. Strander, a graduate of Cornell University.

John B. Strander is the son of John S. Strander, and together they operate the Strander Evergreen Nurseries, at Seattle, Wash.

## REDCROP STRAWBERRY.

Redcrop, a heavy-yielding strawberry with large, firm, high-quality fruit of an attractive red to deep red color, has been announced in "Fruit Varieties and Horticultural Digest" by Frank Gilbert, of the New Jersey agricultural experiment station. A good freezer, the new variety is being introduced for commercial use by the small fruits industry committee of the New Jersey State Horticultural Society and has been developed at the state agricultural experiment station.

A stocky grower, Redcrop ripens about a week before Sparkle and about two to four days after Pathfinder. Its fruit does not have hollow centers, which detract from the commercial appeal of some other varieties.

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WANTED: 4 to 5 and 5 to 6-ft. grafted Junipers; Upright Yew in 4 and 5-ft. sizes; 10,000 lining-out Upright Yew, 10 to 12, 12 to 15 and 15 to 18 ins.

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## COVER ILLUSTRATION.

### Ulmus Glabra Camperdowni.

Opportunities for the use of large specimens of unusual character, such as the Camperdown elm, are fewer than formerly, yet this tree is widely known and never fails to attract interest. Older plants than that shown in the cover illustration form massive specimens covering a large area.

The Camperdown elm is a slow-growing form of *Ulmus glabra*, the Wych or Scotch elm, having gracefully drooping branches that form a rounded head. It is grown as a top-worked head on a straight elm stock.

*Ulmus glabra* has produced a number of other varieties. It is a native of Europe and Asia, and the type becomes a huge wide-spreading tree, of which the side limbs occasionally become so heavy that they split the trunk. The bark is lighter than the American elm; the leaves are much larger.

Attention to pruning for strength and to spraying for insects is required for the Camperdown elm.

### HYDRANGEA PETIOLARIS.

Commenting further on the confusion of *Hydrangea petiolaris* and *Schizophragma hydrangeoides*, Peter J. Van Melle offers this interesting historical information:

"Rehder's Manual dates the introduction of this hydrangea at 1865, but does not specify the channel. Carriere, in *Revue Horticole*, 1881 (page 313), says it was introduced into the United States by Thomas Hogg, one-time nurseryman in what is now uptown New York city. This man, who had wangled a consulate job from President Lincoln, left Japan in 1875.

"The plant became known here at once as *Schizophragma hydrangeoides*. Peter Henderson sold it as such in 1879 and sent it to France, where the true *schizophragma* was then already cultivated. Carriere noticed the "two kinds of *schizophragma*" occurring in French cultivation and pictured them side by side in his *Revue Horticole* of 1881, never realizing that the one was *Hydrangea petiolaris* and the other *schizophragma*. The latter had been illustrated correctly in the *Flora Japonica* of Siebold and Zuedrini.

"Confusion has always beset these two related vines."



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One of the largest producers in New York State of Hardy Up-land-grown, Inspected for True-ness-to-name Fruit Trees, offers a complete assortment of

### 1 and 2-yr. Apple-Plum

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Also a good assortment of  
Shrubs, Shade Trees, Evergreens.

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Fruit trees on Malling stocks.

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Describes methods of propagation  
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# Ericaceous Plants from Seeds

By Harvey Gray

The following propagation and cultural details on the various species of Ericaceae and allied families are methods used at the Long Island Agricultural and Technical Institute, Farmingdale, N. Y. It is not proposed that the techniques are fool-proof nor should one accept them as the criteria.

The seed sowing date is from February 20 to March 1. The medium is flakey oak leaf-mold. The leaf mold is screened through  $\frac{1}{4}$ -inch screen into flats two inches deep. The flats are filled level and firmed lightly with a firming block. The seeds are sown uniformly upon the medium and firmed in with a firming block. The seeded flats are placed in a glass-covered propagation case. The air space between the medium surface and the glass is eight inches. The flats are watered with a fine rose on the watering can. The case is closed and run at a temperature between 70 and 75 degrees. The seed germinates in ten to twenty days depending upon the species. When the seedlings are well up, they are given plenty of air. The greenhouse temperature is kept at 65 degrees at night and 70 degrees during the day.

The seedlings are pricked off when they have developed two leaves. This varies with the species from April 1 to May 15. They are planted in a medium consisting of two parts (by volume) of oak leaf mold and one part of sharp sand. The leaf mold and sand are mixed together and run through a  $\frac{1}{4}$ -inch screen. The coarse rubble is placed on the bottom of a 3-inch-deep flat. The screened medium is leveled off and firmed with a firming block. The seedlings are pricked off into the prepared flats at the distance of one and one-half inches on the square.

In growing on the seedlings in the first summer a special greenhouse is used. The house is approximately eleven feet wide, with the sill plate at ground level. The eave plate is four feet above the sill. The house is of even span, with the ridge pole approximately eighteen inches above the eave plate. Hotbed sash, the lights sprayed with a mixture of one part (by volume) of white lead in oil and five parts of gasoline, is used on the roof. The space between the sill and eave is covered with medium-weave burlap. The flats containing the pricked off seedlings are placed directly on the ground in this special

house. The flats are kept well moistened at all times. At the end of the growing season, about October 15, the seedlings vary in size, depending upon the species, from two to six inches.

About November 15 the seedlings are lightly covered with salt hay. No more than an inch of loose hay is used. No attempt is made to keep the medium from freezing during the winter period. If the salt hay becomes matted during the winter it is lightened up.

For the next two years the seedlings are grown in a lath house, completely enclosed with a type of unpainted snow fencing, but the spacing of the lath is closer than the usual snow fence. The space between the laths is no greater than the width of the lath.

The lath house is located on a sassafras loam. The beds are prepared in the house, using one bale of Canadian sphagnum peat to each 100 square feet of bed area. The peat is forked into the soil to the depth of four inches, along with animal tankage at the rate of two pounds per hundred square feet.

The seedlings are planted six inches on the square in the beds during April. During the growing season the soil is kept in a constantly moist condition. No cultivation is

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practiced except for surface scuffing to control weeds. The plants are wintered over with no protection other than the lath shade.

Early the following spring the terminal buds are nipped from the rhododendrons. Azaleas and pieris shoots are cut back about half way. Leucothoe receives no pinching. Other plants are treated according to their natural responses.

Rhododendron hybrids make two and sometimes three spurts of growth during the second and third years. During the third year, at the close of each spurt of growth, the terminal bud is nipped out so as to produce a well branched plant.

At the close of the third growing season the plants range in height between twelve and eighteen inches, depending upon the species. The plants are planted in the open sun in September or during the following year.

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Repeated use of sulphuric acid and peat in some of the older lake states conifer nurseries has caused excessive soil acidity. The acid is used to reduce damping-off disease and the peat to supply organic matter needed on the sandy nursery soils.

Excessive acidity usually becomes evident after July 1 on 2-0 red and 1-0 jack pine as a bright yellow-gold color of the outer half to one-fourth of the needle tips. In extreme cases, height growth is reduced by one-fourth or more. Yellowing shows up strongly in beds where soil pH is around 4.0 to 4.3. It usually disappears where the pH is above 5.0. Optimum growth of these species usually occurs at a pH of about 5.3 to 5.6.

That excessive soil acidity can be corrected was shown by tests made in July, 1948, in a northern Wisconsin nursery, reports J. H. Stoeckeler, forester at the Lake States forest experiment station, St. Paul, Minn. Finely ground limestone was raked into the soil between the drills on an area of fall-sown first-year jack pine in which a third or more of the trees were badly off-color. The soil was a fine sand with about ten per cent of silt plus clay. Within ten weeks after treatment considerable correction of the condition had occurred even in the lightest treatment.

When ground limestone was worked into the soil just before seeding, the tree stand was reduced twenty per cent by damping-off. A safer treatment would be to apply limestone to areas on which cover crops, such as legumes or transplants, were to be grown for several years. Limestone should be applied to seedlings only after the stems are past the soft succulent stage, that is, after seedlings are at least 10 weeks old. In larger-scale treatment of seedbeds, the material could be worked into the soil with weeding or cultivating equipment.

Based on tests to date, 500 to 1,500 pounds of ground limestone per acre is a conservative treatment, using the lighter amount when minor adjustment of pH is necessary and the heavier amount for the more acid areas. Treatment with limestone may create a temporary shortage of available nitrogen and may require application of a liquid nitrogen fertilizer to the trees.

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## WEST WASHINGTON FAIR.

Several northwest nurserymen and bulb growers exhibited their products at the recent western Washington fair, held at Puyallup, Wash. Nearly 400,000 people passed through the gates to the fairgrounds, and many of them visited the nursery and florists' exhibits. In addition to the displays made by professional horticulturists, there were many individual containers of flowers and plants entered by amateurs. In fact, the continued fresh supplies of exhibits and special competitions, staged by garden clubs, helped to keep the floral building attractive during the several days of the fair.

Prizes for best exhibits were awarded by the fair association. In the nursery class, competition was keen. The Firth Nursery, Tacoma, won first place for the best exhibit of nursery stock and also won the sweepstakes award for having the best exhibit in the building. The display showed an outdoor barbecue fireplace of brick, with brick paving in the foreground. Surrounding this were attractively arranged coniferous and broad-leaved evergreens with early-flowering chrysanthemums for color. A specimen tree of Albizia julibrissin was also in the foreground.

The second award went to Bonnell Nurseries, Renton, for their planting of hardy shrubs about a lawn area, which was fronted with a low hedge. Third place went to Strander Evergreen Nurseries, Seattle. The Strander exhibit was based on a modern theme, with brick paving leading to a low brick wall. A number of ground cover plants were shown. The Puget Sound Nursery, Tacoma, presented an informal garden scene backed by a split cedar fence. A number of well grown plants, surrounding a small pool and fountain, were used to complete the informal picture. In a group of unclassified exhibits, which included general hardy plants and others, the McHugh Nursery, Auburn, was awarded second place.

A number of plant specialists also entered the competition, and their displays added a great deal of lively color to the floral building. In the group of unclassified exhibits, which included a variety of plant materials, first award went to Vaughan's Mum Gardens, Tacoma, for a group of dahlias and chrysanthemums. For the best display of gladioli shown by a professional grower, O. R. Roe, Auburn, won first prize as well as other prizes. Dr. Hinton D. Jones, Tacoma, was second in this class. The first prize in professional dahlia exhibits went to the Chilson Dahlia Gardens,

which also received several awards for individual baskets of different types. Smith's Dahlia Gardens, Seattle; Riverside Gardens, Renton, and Far West Dahlia Gardens, Tacoma, also received awards for dahlia displays.

An attractive display in the center of the building was installed by the Western State hospital, Fort Steilacoom.

Eugene Sandall, of Bonnell Nurseries, was general supervisor of the floral building. Judging the displays were Harry Crouch, Seattle, florist; Arthur Davies, dahlia grower; J. H. Hulin, Port Orchard dahlia grower; Duane Coffman, Seattle landscape architect; Mrs. Lynn Jansen, Seattle landscape architect, and Sherman Ingalls, Tacoma landscape architect.

C. W.

#### WASHINGTON NOTES.

Bryan Taylor and Hamilton Clark, Seattle, Wash., have announced the opening of the Taylor-Clark Nursery, 6538 28th avenue, N.E., Seattle. They have also secured an area outside Seattle for growing nursery stock. Their activities will include landscape planning and construction. They will specialize in the production of rose species and winter-flowering plants, although other types of nursery stock also will be handled and produced. Both Mr. Taylor and Mr. Clark have been associated previously with nurseries in the Seattle region. Mr. Taylor is a well known horticulturist and landscape designer who specialized in rose growing in England before coming to the northwest.

To stimulate public interest in growing roses for fall flowers in this area, Malmo Nurseries & Seed Stores, Seattle, recently held a rose show. The 3-day affair was scheduled for a week-end so that most persons could find a convenient time to attend. Rose growers rushed flowers from their fields to the nursery by air so that the exhibit could be kept fresh. Many rose varieties familiar to the public were exhibited, as well as the more recent ones and the 1950 All-America award winners. To show how flowers could be used in the home, roses were attractively arranged in modern containers. Others were displayed in the standard glass containers for exhibits of different varieties. The rose arrangements were titled "Roses for Tomorrow" and were designed by Mrs. John Briggs, a well known garden club leader.

Starting his freshman year in agriculture at Washington State college, Pullman, is Bernard Bonnell. He is



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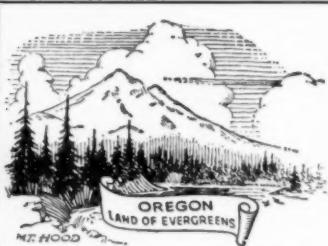
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### CATALOGS RECEIVED.

### WHOLESALE PRICE LISTS.

Bryant's Nurseries, Princeton, Ill.—Fruit trees, ornamental trees and shrubs, vines, evergreens, peonies and roses; 28 pages, 6x9 inches.

Tom Dodd Nurseries, Semmes, Ala.—Azaleas and camellias; 20 pages, 4x9 inches.

Charles Fiore Nurseries, Inc., Prairie View, Ill.—Ornamental trees and shrubs, evergreens, vines, fruit trees and perennials; 36 pages, 4x9 inches.

Flor-Acres, Bridgeman, Mich.—Perennials, especially hardy phlox; 6-side folder, 4x8 inches.

Golf Nursery, Northbrook, Ill.—Evergreens, ornamental trees and shrubs, vines, fruit trees and peonies; 32 pages, 6x8 1/2 inches.

N. A. Hallauer, Webster, N. Y.—Hardy herbaceous plants and bulbs; 6-side folder, 4x8 1/2 inches.

Henry Kohankie & Son, Painesville, O.—Evergreens, trees, shrubs, roses and herbaceous perennials; 220 pages, 4 1/2x8 inches.

McConnell Nursery Co., Port Burwell, Ont.—Evergreens, ornamental trees and shrubs, vines, roses, perennials and fruit trees; illustrated, 24 pages, 7x10 inches.

L. B. Merrick Nurseries, Whittier, Calif.—Evergreens, ornamental trees and shrubs and perennials; 16 pages, 4x9 inches.

Mobala Nurseries, Mobile, Ala.—Camellias, azaleas and broad-leaved evergreens; illustrated folder, 8 pages, 4x8 1/2 inches.

Mount Arbor Nurseries, Shenandoah, Ia.—Fruit trees, ornamental trees and shrubs, vines, roses, perennials and spring bulbs. Color illustrations of roses on four covers; 88 pages, 6x9 inches.

Musser Forests, Inc., Indiana, Pa.—Evergreens seedlings and transplants; 4 pages, 8 1/2x11 inches.

Pitzonka's Pansy Farm, Bristol, Pa.—Pansies, rock plants and perennials; illustrated, 4 pages, 8 1/2x11 inches.

Shenandoah Nurseries, Shenandoah, Ia.—Fruit trees, ornamental trees and shrubs, vines, evergreens, roses and perennials; color illustrations on four covers; 56 pages, 6x9 inches.

Sneed Nursery Co., Oklahoma City, Okla.—Evergreens, shrubs, shade trees and lining-out stock; 24 pages, 4x9 inches.

Suncrest Evergreen Nurseries, Johnson, Pa.—Evergreen seedlings and transplants; 4 pages, 4x9 inches.

Tingle Nursery Co., Pittsville, Md.—Azaleas are featured in long list of evergreens, shrubs and trees; illustrated in color; 52 pages, 4x9 inches.

Verhalen Nursery Co., Scottsville, Tex.—Container-grown stock, evergreens, shrubs and lining-out stock; illustrated, 24 pages, 4x9 inches.

Westminster Nurseries, Westminster, Md.—Evergreens, shade and flowering trees, ornamental shrubs, fruit and nut trees, vines, roses and small fruits; 40 pages, 4x9 inches.

Leesley Nurseries, Libertyville, Ill.—Ornamental trees and shrubs, evergreens; 16 pages, 5x7 inches.

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Benton County Nursery Co., Inc., Rogers, Ark.—Fruit trees, evergreens, roses, ornamental trees and shrubs, vines, bulbs; 8-page folder, 3½x8½ inches.

Champion Nurseries, Perry, O.—Deciduous trees and shrubs, vines, evergreens, roses, fruit trees, lining-out stock; 24 pages and cover, 4x7½ inches.

Forest Nursery Co., Inc., McMinnville, Tenn.—Fruit trees, ornamental trees and shrubs, vines, evergreens; 32 pages and cover, 4x9 inches.

Jackson & Perkins Co., Newark, N. Y.—Roses, perennials, vines, ornamental trees and shrubs, evergreens, fruit trees; 48 pages, 6x8 inches.

Jewell Nurseries, Inc., Lake City, Minn.—Fruit trees, ornamental trees and shrubs, hedging stock, lining-out stock, evergreens, perennials; 40 pages, 5½x8½ inches.

Kallay Bros., Co., Painesville, O.—Alphabetical list of general nursery stock; 72 pages, 4½x8 inches.

Krieger's Wholesale Nursery, Bridgeman, Mich.—Small fruit plants; 6-page folder, 4x8½ inches.

E. D. Robinson Sales Agency, Wallingford, Conn.—Evergreens, ornamental trees and shrubs, hardy vines, fruit trees, perennials, lining-out stock; 56 pages and cover, 4x8½ inches.

Willis Nursery Co., Ottawa, Kan.—Ornamental shrubs and trees, vines, hedge plants, roses, perennials, fruit trees and small fruits; 32 pages, 5½x9 inches.

#### RETAIL CATALOGS.

Bobbink & Atkins, East Rutherford, N. J.—Old-fashioned and new rose varieties, perennials, evergreens, flowering shrubs, fruit trees and vines; profusely illustrated in color, 8 pages, 9½x12 inches.

Flower City Nursery, East Rochester, N. Y.—Flowering shrubs, roses, vines, perennials, small fruits and fruit trees; illustrated in color, 16 pages, 8x11 inches.

Inter-State Nurseries, Inc., Hamburg, Ia.—Bulbs for fall planting; illustrated in color, 24 pages, 8x10½ inches.

Maloney Bros. Nursery Co., Inc., Dansville, N. Y.—Fruit trees and small fruits, roses, perennials, ornamental shrubs, vines and bulbs; illustrated in color, 16 pages, 8x10½ inches.

Villa Park Evergreen Co., Villa Park, Ill.—Small evergreens; illustrated, 8 pages, 6x9 inches.

Willis Nursery Co., Ottawa, Kan.—Bulbs, perennials and roses; illustrated in color, 16 pages, 6x9 inches.

Armstrong Nurseries, Ontario, Calif.—Roses; full color; 32 pages, 8½x11½ inches.

Behnke Nurseries, Beltsville, Md.—Pansies, perennials, bulbs, roses, African violets; 32 pages, 6x9 inches.

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Tennessee Valley Nursery, Winchester, Tenn.—Fruit trees, ornamental trees and shrubs, evergreens and liners; 8 pages, 4x9 inches.

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Bridgeton, N. J.

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In Brilliant Mixed Colors.

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Quality Stock.

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Strawberry plants. Certified double inspected. Missionary, Blakemore, Klondike, Aroma, Dunlap, \$5.00 per 1000. Gem Everbearing, \$10.00 per 1000. Progressive Everbearing, \$9.00 per 1000.

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DARWIN TULIPS, 11 to 12 cm., \$5.00 per 100. Bleu Amiable (blue), La Tulipe Noire (brownish-black), William Pitt (red), Helen Eakin (white), Rose Copland (rose), Sun-kist (yellow), Pride of Haarlem (red), Afterglow (apricot), Ballagon (red), Yellow Giant (yellow), Copland (lavender).

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Heavy Roots from Strong 1-Yr. Plants.

Action Front, deep coppery-red. \$6.50 \$40.00 Blue Peter, blue-purple. 3.25 12.00

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25 or more of one kind at 100 rate.

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### POT-GROWN CAMELLIAS.

#### 1 AND 2-YEAR PLANTS

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#### 35c to 60c, DELIVERED.

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Wholesale Growers of Fine Camellias.

For 15 years—The Best from the Far West.

## CAMELLIAS.

Temporary low prices for early fall shipment to make more room for plants. Semibare roots. You may assort the varieties.

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### 8 to 10 ins.

45 each

Rooted cuttings \$17.50 per 100

### Rare varieties

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### 8 to 10 ins.

\$0.75 each

### 12 to 18 ins.

.35 each

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\$36.00 per 100

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## EVERGREENS

### LINING-OUT STOCK.

### POT-GROWN EVERGREEN LINERS.

### Each Each

per 100 per 1000

### Jun. chin. pfitzeriana, 1-yr.

\$0.20 \$0.18

### Jun. virg. burki, 1-yr.

.27 .25

### Jun. comm. ashfordii, 1-yr.

.17 .15

### Arborvitae pyramidalis, 1-yr.

.18 .16

### Arborvitae pyramidalis, 2-yr.

.22 .20

### Arborvitae, American, dark green, 1-yr.

.17 .15

### Arborvitae, globe, Woodward, 1-yr.

.17 .15

### Taxus cuspidata, 2-yr.

.20 .18

### Taxus media sp. (Anglo-Jap. Yew), 1-yr.

.17 .15

### Taxus media sp. (Anglo-Jap. Yew), 2-yr.

.20 .18

### Taxus media, hedge sp., 1-yr.

.17 .15

### Taxus media, hedge sp., 2-yr.

.20 .18

### Taxus media, hatfieldi, 1-yr.

.17 .15

### Taxus media, hatfieldi, 2-yr.

.20 .18

### Taxus media, hicksi, 1-yr.

.17 .15

### Taxus media, hicksi, 2-yr.

.20 .18

### Henry Rooted Cuttings.

Jun. chin. pfitzeriana. .12 .10

Jun. hetai glauca. .22 .20

Jun. virg. burki. .22 .20

Jun. comm. hibernica. .08 .07

Jun. comm. ashfordii. .38 .07

Arborvitae pyramidalis. .09 .08

Arborvitae, globe, Woodward. .08 .07

Taxus media browni. .10 .08

Taxus media hicksi. .10 .08

Euonymus patens. .07 .06

Buxus sempervirens. .07 .06

2 per cent discount for cash with order.

Packing without cost.

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Tipp City, Ohio

## JUNIPERUS VIRGINIANA.

### GRAFTING UNDERSTOCKS.

We have a really fine batch of these plants in two grades, the first mechanically transplanted under irrigation on 2-ft. rows; the second potted last year and established for immediate grafting. Both can be shipped with "B" certificate.

Selected pencil thickness, B.R., \$50.00 per 1000.

Established understocks from pots, pot balls individually wrapped, \$100.00 per 1000.

## KOSTER NURSERY

Bridgeton, N. J.

### LINING-OUT STOCK.

### EVERGREENS, POTTED.

Pot size Per 100

Taxus cuspidata. 2 1/2 to 2 1/2-in. \$22.50

Taxus hicksi. 2 1/2-in. 25.00

Thuja pyramidalis. 2 1/2-in. 20.00

Thuja pyramidalis, Imp. 2 1/2-in. 20.00

Thuja woodwardii. 2 1/2-in. 17.50

### SHRUBS

Viburnum burkwoodi. 2 1/2-in. 35.00

Cash with order, packing without cost.

The HOLLANDIA GARDENS

South Vienna, Ohio

## LINING-OUT STOCK.

PLAY SAFE:	Place your order early.
Play safe, cash with order, or 25 per cent cash on advance orders, except in instances where customer has established credit with us.	Deliveries fall, 1949, and spring, 1950. Please order in multiples of 25 or more.
See special notice below listing.	Each
<i>Biotics aurea nana</i> , Berckmann's	per 100
2 1/4-in. pots	\$0.20
2 1/2-in. pots	22 1/2%
<i>Biotics bakeri</i>	
2 1/4-in. pots	.18
2 1/2-in. pots	.20
Special while they last—	
Heavy field-grown plants:	
2500 <i>Biotics bakeri</i> , 12 to 18 ins.	.30
2500 <i>Biotics bakeri</i> , 18 to 24 ins.	.35
<i>Biotics Bonita</i> ,	
*2 1/4-in. pots	.18
*2 1/2-in. pots	.20
Special while they last—	
Heavy field-grown plants:	
2500 <i>Biotics Bonita</i> , 8 to 10 ins.	.32 1/2%
2500 <i>Biotics Bonita</i> , 10 to 12 ins.	.37 1/2%
<i>Cedrus deodara</i> ,	
4 to 6 ins., liners.	.15
6 to 8 ins., liners.	.17 1/2%
12 to 18 ins., liners, mostly branched	.25
2 1/4-in. pots	.18
<i>Jun. chinensis pfitzeriana</i> and	
<i>Jun. chinensis pfitzeriana compacta</i> ,	
3 to 4 ins., liners.	.10
4 to 6 ins., liners.	.12
6 to 8 ins., liners.	.15
2 1/4-in. pots	.18
2 1/2-in. pots	.20
<i>Jun. chinensis sylvestris</i> ,	
*2 1/4-in. pots	.25
*2 1/2-in. pots	.27 1/2%
<i>Jun. excelsa stricta</i> ,	
3 to 4 ins., liners.	.12
4 to 6 ins., liners.	.15
6 to 8 ins., liners.	.18
*2 1/4-in. pots	.18
*2 1/2-in. pots	.20
<i>Jun. glauca hetzii</i> ,	
3 to 4 ins., liners.	.12
4 to 6 ins., liners.	.15
6 to 8 ins., liners.	.18
2 1/4-in. pots	.18
<i>Jun. japonica virginiana</i> ,	
2 1/4-in. pots	.18
2 1/2-in. pots	.20
<i>Jun. virg. keteleri</i> ,	
2 1/4-in. pots	.25
2 1/2-in. pots	.27 1/2%
<i>Taxus cuspidata</i> , spreading,	
3 to 4 ins., liners.	.06
4 to 6 ins., liners.	.08
6 to 8 ins., liners.	.10
2 1/4-in. pots	.15
2 1/2-in. pots	.18
<i>Taxus cuspidata intermedia</i> ,	
4 to 6 ins., liners.	.12
*2 1/4-in. pots	.18
*2 1/2-in. pots	.20
<i>Taxus media andersonii</i> ,	
3 to 4 ins., liners.	.10
4 to 6 ins., liners.	.12
*2 1/4-in. pots	.17 1/2%
2 1/2-in. pots	.20
<i>Taxus media hicksii</i> ,	
4 to 6 ins., liners.	.15
*2 1/4-in. pots	.18
*2 1/2-in. pots	.20
<i>Thuya occidentalis pyramidalis</i> ,	
3 to 4 ins., liners.	.12
2 1/4-in. pots	.18
2 1/2-in. pots	.20
<i>Abelia grandiflora</i> ,	
4 to 6 ins., liners.	.05
*2 1/4-in. pots	.12
*2 1/2-in. pots	.15
<i>Berberis sargentiana</i> ,	
3 to 4 ins., rooted cuttings.	.10
4 to 6 ins., rooted cuttings.	.12
2 1/4-in. pots	.15
*2 1/2-in. pots	.18
<i>Buxus japonica</i> ,	
3 to 4 ins., liners.	.05
4 to 6 ins., liners.	.07 1/2%
Buxus suffruticosa,	
*1/2 to 2 1/4-in. plant bands	.15
<i>Camellia Sasanqua</i> , Morden's Blush,	
2 1/4-in. pots	.12
2 1/2-in. pots	.15
<i>Buxus sempervirens</i> ,	
3 to 4 ins., liners.	.05
4 to 6 ins., liners.	.07 1/2%
Buxus suffruticosa,	
*1/2 to 2 1/4-in. plant bands	.15
<i>Chinese Pyramidal</i> , 1-1, 2 to 8 ins.	\$5.00
<i>Dwarf Oriental</i> , 1-1, 3 to 8 ins.	45.00
<i>Chinese</i> , 1-1, 3 to 8 ins.	40.00
<i>Chinese</i> , 2-0, 3 to 6 ins.	25.00
<i>SPRUCE</i> , Norway, 2-0, 2 to 6 ins.	2.50
Norway, 2-1, 2 to 6 ins.	4.00
Black Hills, 2-1, 2 to 4 ins.	4.00
Black Hills, 2-1, 4 to 6 ins.	5.00
Colorado Blue, 2-1, 1 to 3 ins.	4.00
Colorado Blue, 3-1, 3 to 6 ins.	5.50
Black, 2-1, 2 to 6 ins.	4.00
Black, 3-1, 6 to 10 ins.	5.00
<i>PINE</i> , Norway, 2-0, 2 to 4 ins.	3.00
Norway, 2-1, 2 to 6 ins.	4.00
Table Mountain, 1-0, 2 to 6 ins.	2.50
Scotch, 2-0, 8 to 8 ins.	3.00
Terms, 2 per cent for cash with order.	
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R. 2, Box 292	Grand Haven, Mich.
EVERGREENS.	
2000 Hemlock, sheared specimens, sizes from 2 to 6 ft., priced from \$1.50 to \$4.00.	
6000 White and Red Pine. Sizes from 3 to 6 ft., priced from \$1.50 to \$3.00. Any quantity you wish.	
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R.F.D. 3	

(Continued in next column.)

## (Continued from previous column.)

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## Seedlings

## Per 100 Per 1000

<i>Acer palmatum</i> , 3 to 6 ins.	\$5.00	\$45.00
<i>Acer</i> transplanted understock,		
<i>Cornus florida</i> , 18 to 24 ins.	5.00	45.00
<i>Euonymus alatus</i> , 8 to 6 ins.	5.00	45.00
<i>Fagus sylvatica</i> , 8 to 10 ins.	8.50	75.00
8 to 10 ins.		15.00
<i>Juniperus virginiana</i> , 2 to 4 ins.	5.00	40.00
<i>Laburnum anagyroides</i> ,		
4 to 8 ins.		3.50
<i>Magnolia glauca</i> , 2 to 4 ins.	4.00	35.00
<i>Picea abies</i> , 6 to 8 ins.	5.00	45.00
<i>Picea pungens</i> (tae) to 4 ins.	4.00	45.00
<i>Pinus flexilis</i> , 2 to 3 ins.	4.00	35.00
<i>Pinus mugo</i> , 6 to 8 ins.	5.00	40.00
<i>Pinus nigra austriaca</i> , 4 to 6 ins.	6.00	50.00
<i>Pinus strobus</i> , 4 to 6 ins.	4.00	35.00
<i>Pinus sylvestris</i> , 4 to 6 ins.	4.00	35.00
<i>Pseudotsuga douglasii</i> ,		
6 to 8 ins.		5.00
<i>Pseudotsuga douglasii</i> ,		
8 to 12 ins.		7.50
<i>Taxus cuspidata capitata</i> ,		
6 to 8 ins. to 10 ins.		10.00
<i>Taxus cuspidata capitata</i> ,		
8 to 10 ins. to 12 ins.		20.00
<i>Thuja occidentalis</i> , 4 to 8 ins.	4.50	40.00
<i>Thuja orientalis</i> (understocks),		
8 to 10 ins., tr.		7.50
<i>Taugia canadensis</i> ,		
6 to 8 ins., tr.		12.00
Twice transplanted cuttings from beds		100.00
<i>Juniperus communis hibernica</i> .	\$2.25	\$20.00
<i>Juniperus communis</i>		
suetica nana	2.25	20.00
<i>Taxus media</i> , spreading	2.75	25.00
<i>Taxus media</i> cliftoni	2.75	25.00
<i>Taxus media</i> hirsutella	2.75	25.00
<i>Taxus media</i> hicksii	2.75	25.00
<i>Taxus media</i> Moon's columnaris	2.75	25.00
<i>Taxus media</i> ovata	2.75	25.00
<i>Taxus media</i> Vermeulen	2.75	25.00
Well established cuttings from 2 1/4-in. pots		
Andromeda japonica	\$1.75	\$15.00
<i>Euonymus carrierei</i>	1.75	15.00
<i>Ilex crenata bullata</i>	1.75	15.00
<i>Ilex crenata helleri</i>	1.75	15.00
<i>Ilex glabra</i>	1.75	15.00
<i>Juniperus communis hibernica</i>	1.75	15.00
<i>Juniperus communis</i>		
suetica	1.75	15.00
<i>Juniperus depressa pumosa</i>	1.75	15.00
<i>Juniperus excelsa stricta</i>	1.75	15.00
<i>Juniperus glauca hotii</i>	1.75	15.00
<i>Juniperus horizontalis</i>		
Bar Harbor	1.75	15.00
<i>Juniperus horizontalis</i>		
glauca wiltonii	1.75	15.00
<i>Juniperus pfitzeriana</i>	2.25	20.00
<i>Taxus baccata repandens</i>	1.75	15.00
<i>Taxus cuspidata</i>	1.75	15.00
<i>Taxus cuspidata</i> nana	2.25	20.00
<i>Taxus media brownii</i>	1.75	15.00
<i>Taxus media hicksii</i>	1.75	15.00
<i>Taxus media</i> Moon's columnaris	1.75	15.00
<i>Taxus media</i> ovata	1.75	15.00
<i>Taxus media</i> Vermeulen	1.75	15.00
<i>Thuja occidentalis globosa</i>	1.75	15.00
<i>Thuja occidentalis novum</i>	1.75	15.00
<i>Thuja occidentalis lutea</i>	1.75	15.00
Mary Corey	1.75	15.00
<i>Thuja occidentalis nigra</i>	2.00	17.50
<i>Thuja occidentalis pyramidalis</i>	1.75	15.00
HESS' NURSERIES		
Mountain View, N. J.		
COLORADO BLUE SPRUCE.		
Highest Quality Liners and Finished Trees.		
PRICES EACH. Order lots 10 to 50 for delivery to customer's truck or full truck or carloads, F.O.B. Nursery. Add packing charges for small lots requiring packing and crating.		
Trans- Sizes Silver Med. Packed		
planted ina. Blues Blues Greens Charges		
BARE ROOTS, wrapped in wet moss:		
X 4 to 8 (Bed run only) \$0.10	\$0.01	
XX 6 to 12 (Bed run only) .23	.03	
XXX 12 to 18 \$0.75	.45	.09
XXX 18 to 24 2.20	1.10	.14
BALLED & BURLAPPED or Cloverset Pots:		
XXX 12 to 24 1.70	.80	.20
XXX 18 to 24 2.30	1.20	.30
XXX 24 to 30 2.90	1.60	.40
CUT-CHRISTMAS TREES:		
XXX 12 to 18 1.50	.65	.04
XXX 18 to 24 2.00	.98	.08
XXX 24 to 30 2.65	1.35	.15
Quantity discounts on tree prices and packing charges: 5 per cent for orders for 51 to 500 trees, 10 per cent for orders for over 500 trees.		
Ask for our WANT LIST.		
We try to buy from our customers.		
These revised prices effective Sept. 1, 1949.		
H. W. WEBER		
16 Summer Street	Weston 93, Mass.	
COLORADO BLUE SPRUCE—Select blue, baled, 24 to 30 ins., \$3.00 each. Red cedar, heavy, twice transplanted, 24 ins., \$30.00 per 100. These can be well handled bare root or can furnish with ball if preferred.		
HOME NURSERY	Cuba, Kan.	
DOUGLAS FIRS.		
8 to 12-inch Douglas Firs.		
\$7.50 per 100, \$60.00 per 1000.		
COASTAL GARDENS	Sheridan, Ore.	

## EVERGREENS—Continued

TRANSPLANTS, LINING-OUT STOCK.	
100	1000
Colo. Blue Spruce, X, 4 to 8 ins.	\$10.00 \$90.00
Colo. Blue Spruce, X, 3 to 6 ins.	7.50 65.00
White Spruce, X, 6 to 12 ins.	10.00 90.00
White Spruce, X, 4 to 8 ins.	8.00 75.00
Norway Spruce, X, 2 to 4 ins.	4.00 30.00
Balsam Fir, X, 6 to 12 ins.	8.00 .....
Balsam Fir, X, 4 to 6 ins.	5.50 .....
Canadian Hemlock, X, 6 to 12 ins.	10.00 .....
Canadian Hemlock, X, 4 to 8 ins.	7.50 60.00
American Arborvitae, X,	4 to 10 ins. ....
Mugho Pine, X, 4 to 6 ins.	5.00 40.00
Scotch Pine, X, 3 to 5 ins.	4.50 35.00
American Red Pine, X,	6 to 12 ins. ....
Prices F.O.B. nursery, packed in damp moss. Packed free for cash with order. Nice stock. Write for complete price list.	8.00 .....
SUNCREST EVERGREEN NURSERIES	
Box 643 Johnstown, Pa.	

POT-GROWN LINERS.	
Two-year pot-grown liners, ready for field. Stop field loss; plant stock with pot ball. All offerings grown two years in 2½-in. pots.	Per 100
1000 Euonymus vegetus	\$20.00
2000 Euonymus patens	20.00
2000 Ilex rotundifolia	25.00
2000 Thuja pyramidalis	25.00
3000 Biosa aurea nana	30.00
500 Hemlock	35.00
2000 Juniper, Pfitzer (regular)	30.00
3000 Juniper, Pfitzer (Niek's Compact)	30.00
2000 Juniper, Irish	25.00
1000 Taxus intermedia	30.00
1000 Taxus hicksi	25.00
3000 Taxus cuspidata	25.00
1000 Taxus cuspidata (leader cuttings)	30.00
500 Juniper, Dundee, grafts	40.00
NICK'S NURSERY,	
(Near Louisville)	Anchorage, Kentucky

## CHAMAECYPARIS LAWSONIANA ELLWOODI.

Sturdy, well established California-grown liners. In 2½-in. pots. \$15.00 per 100, F.O.B. Monrovia.

MONROVIA NURSERY CO. P. O. Box 196 Monrovia, Calif.

## QUALITY LINERS.

QUALITY LINERS.	
Per 100	
Taxus capitata, 4 to 6 ins. tr.	\$22.50
Franklinia (frare), 8 to 12 ins.	25.00
Canadian Hemlock, 5 to 12 ins. tr.	15.00
Red Fir, Dogwood, 10 to 15 ins. grafts	60.00
Magnolia, S. nigra (Red), 8 to 15 ins.	75.00
Rho, carolinianum (Pink)	
4 to 6 ins. tr.	22.50
Mahonia aquifolium, 2-yr.	12.50
Red Jap. Maple, 6 to 15 ins. grafts	75.00
Pfitzer Juniper, 4 to 6 ins. tr.	22.50
Chinese Chestnut, 18 to 24 ins.	25.00
American Holly, 4 to 8 ins.	8.50
Styrax obassia (fragrant), 1-yr.	15.00

Send for new Fall List

POSSUM HOLLOW NURSERIES

6327 Magnolia St. Philadelphia, Pa.

EXTRA-HEAVY TRANSPLANTS.	
Ready for field.	Per 100
Taxus cuspidata, 2-yr. 10 to 12 ins. T.	\$30.00
Taxus cuspidata, 3-yr. 12 to 15 ins. TT	40.00
Taxus capitata, 2-yr. 10 to 12 ins. T.	35.00
Taxus capitata, 3-yr. 12 to 15 ins. TT	40.00
Taxus hicksii, 2-yr. 10 to 15 ins. T.	35.00
Taxus Vermeulen, 10 to 12 ins. T.	35.00
Taxus cuspidata, 2-yr. 2½-in. pots.	23.00
Taxus capitata, 2-yr. 2½-in. pots.	25.00

STROHL'S NURSERY

1404 No. Anthony For Wayne, Ind.

EVERGREENS.	
Per 1000	
10,000 Douglas Fir, 4 to 8 ins.	\$40.00
5000 Douglas Fir, 8 to 12 ins.	80.00
5000 Carolina Hemlock, 8 to 12 ins.	40.00
10,000 Oriental Arbor, 8 to 12 ins.	30.00
10,000 Austrian Pine, 3 to 6 ins.	40.00
50,000 Scotch Pine, 3 to 6 ins.	30.00
30,000 Azalea mollis, 2 to 3 ins.	40.00
10,000 Rosa multiflora, thorny,	
10 to 20 ins.	25.00

Send for complete list JOHN D. NORTH-RUP, R. D. 1, Conneaut, Ohio.

## EVERGREENS.

Taxus cuspidata (Spreading yew). 3-year bedded liners, 10 to 12 ins. ready for field planting, \$30.00 per 100. \$250.00 per 1000.

NICK'S NURSERY

Near Louisville Anchorage, Ky.

## LANDSCAPE EVERGREENS.

Beautiful specimen American Arborvitae, green leaved, dense foliage, 4 to 8 ft. Globe Arbor, up to 30 ins. Pyramidal Arbor, 3 to 4 ft. Spiny Greek, 2 to 3½ ft. Colorado Spruce, Norway Spruce, etc. Come, see and dig.

THE KINDIG NURSERY Elkhart, Ind.

LINING-OUT EVERGREENS.	
Each	
Euonymus patens, 12 to 15 ins. x. br.	18c
Taxus hicksi, 6 to 8 ins. x.	18c
Taxus wymani, 6 to 8 ins. x.	18c
Taxus intermedia, 5 to 7 ins. x.	18c
Taxus capitata, 6 to 8 ins. r.e.	9c
Taxus cuspidata, 5 to 7 ins. r.e.	9c
Juniper, Bar Harbor, 6 to 8 ins. r.e.	9c

SINGER GARDENS Stamping Ground, Ky.

## TAXUS, LARGE LINERS.

FIELD-GROWN TRANSPLANTS.

From selected cuttings, best strain.

Taxus cuspidata capitata Per 100 Per 1000

12 to 18 ins. .... \$60.00 \$550.00

18 to 24 ins. .... 70.00 650.00

Also B&B Taxus, upright and spreading, in landscape sizes for Middle West shipment, in carload lots.

BULK'S NURSERIES, Inc. Babylon, L.I., N.Y.

## EVERGREEN SURPLUS.

Dark green American and Pyramidal Arborvitae. Irish, Glauca Hetzi and Andorra Juniper, and many other evergreens in many different sizes.

Write for our price list.

We have some nice offers.

## J. C. BUNCH &amp; SON

Hulman St. at Brown Ave. Terre Haute, Ind.

## 2-YR. THUJA ORIENTALIS SEEDLINGS.

From bed. Per 100 Per 1000

Thuya globosa, 6 to 8 ins. .... \$3.00 \$25.00

Thuya compacta, s. 6 to 8 ins. .... 3.00 25.00

Juniperus chinensis, s. 5 to 6 ins. 7.00 ....

Also some select 4-yr. Juniperus scopulorum, 2-yr. seedling bed, and 2-yr. transplants, nice, 10 to 12 ins. 50c each. All plants mounded and moss packed.

THE HARRIS GARDENS Enterprise, Kans.

## PITZER JUNIPERS.

Well established in 2½-in. pots for immediate or future delivery at \$12.50 per 100 or \$110.00 per 1000. Write for our wholesale price list.

## COTTAGE HILL NURSERY

T. Kiyono, Mgr. Mobile, Ala.

## EVERGREENS.

Exceptionally nice 2-yr. field-grown Juniperus glauca, 'Burr', 'Blue' and canariensis. All grafted on Virginian understock. \$1.25 each, B&B, F.O.B. nursery.

## PAUL ARTERBURN NURSERY

Box 72 St. Matthews, Ky.

## BARGAIN IN DWARF BOXWOOD.

Two-year-old, transplanted Spring, 1949, 5 to 6 ins., well branched. Will be due with clump of earth, wrapped in paper. \$2.50 per 100.

## ALTVISTA NURSERIES

Altvista, Va.

## COLORADO SPRUCE, B.B.

1500 Picea pungens, 1½ to 4 ft. Good color but not glauca. \$1.00 per ft. F.O.B. nursery. No crating or rail shipments.

## BROOKFIELD GARDENS

Delaware, N. J.

RT. 6

## Surplus Stock

can be easily and quickly turned into

## Cash

listing it in the

American Nurseryman Classified Ads.

## FRUIT TREES

## FRUIT TREES.

A few thousand 3-year-old Apple: Jonathan, Double Red Jonathan, Yellow Delicious, Red Delicious, York, Turkey, Wealthy, Rome Beauty, Double Red Rome Beauty, Grimes, 11/16-in., 35c; 1 to 1½-in., 75c; 1½ to 2-in., \$1.15 each, in 1000 lots.

A few hundred Pear: Seckel, Duchess, Bartlett—1-in., 85c; 1½-in., \$1.25 each, in 1000 lots.

5000 Amur River North Privet, cut back, many branches, 18 to 24 ins. 7½c; 2 to 3 ft. 9½c; 3 to 4 ft., 13c each in 1000 lots.

2000 Hansen Dwarf Cherry, 3-yr., heavy, ft., 9½c; 3 to 4 ft., 13c each in 1000 lots.

EGYPTIAN NURSERY & LANDSCAPE CO. Farina, Ill.

## GROUND COVERS

## VINCA MINOR (Hardy Myrtle).

Have several hundred thousand made up. Large clumps, 20 to 30 canes, well rooted. Prompt shipment. \$4.00 per 100, \$35.00 per 1000.

## H. C. WAUGH

Cheshire, Ohio

R. F. D. 2

## GROUND COVERS.

Vinca Minor, 2½-in., \$6.00 per 100, 3-in., \$8.00 per 100.

## Gypsophila

Pacific and Bristol, 25c.

## BARTON'S NURSERY

Fullerton, Pa.

## EUONYMUS RADICANS VEGETUS.

Immediate Shipment. Per 100 Per 1000

Strong rooted cuttings. .... \$8.00 \$75.00

## PLANE VIEW NURSERY

Newport, R. I.

## PACHYSANDRA TERMINALIS.

Per 1000

1-yr., field-grown. .... \$65.00

2-yr., field-grown. .... 75.00

Cash with order, please.

HILLCREST GREENHOUSES, Franklin, Pa.

## HARDY PLANTS

## STRONG, 1-YEAR-OLD PHLOXES.

Per 100 Per 1000

Aetna, deep coral-red. .... \$1.75 \$16.00

Africa, deep scarlet. .... 1.75 15.00

Annie Cook, soft lilac-pink. .... 1.35 11.00

Annie Laurie, rich deep salmon. .... 2.00 18.00

Antoinette Six, excellent white. .... 1.50 12.00

American Beauty. .... clear deep pink. .... 1.75 16.00

Apollo Red, deep rose-red. .... 1.75 15.00

Apollo White, pure white. .... 1.75 15.00

Beacon, cherry-red. .... 1.35 11.00

Blushing Bridesmaid, deep pink. .... 1.75 15.00

Blushing Eyes, light salmon-pink. .... 1.75 15.00

Bridesmaid, white, crimson eye. .... 1.50 13.00

Brilliant, fiery carmine. .... 1.75 15.00

Border Gem, rich French-purple. .... 1.75 16.00

Chevalier, flashy cerise-red. .... 1.50 12.00

Cherry Ripe, rose shaded scarlet. .... 1.75 15.00

Colonial, light blue. .... 1.35 11.00

Colorado, orange-scarlet. .... 2.50 20.00

Dr. Klemm, light bluish lavender. .... 1.75 16.00

Enchantress, salmon-rose. .... 1.50 13.00

Europa, white, carmine center. .... 1.35 11.00

Eva Forrester, bright salmon-rose. .... 1.50 13.00

Evelyn, rich salmon-rose. .... 1.50 13.00

Fairy King, lavender. .... 2.00 18.00

Firebrand, scarlet-red. .... 1.75 15.00

Flash, same as Firebrand. .... 1.75 15.00

Flora Riedi, pure white. .... 1.75 15.00

Franz Alfred von Mauthner, salmon-orange. .... 1.75 16.00

Garden Queen, salmon-orange. .... 1.75 16.00

Gen. Petain, deep wine-red. .... 1.50 13.00

Gen. Van Heutz, salmon-red. .... 1.35 11.00

George Stipp, deep glowing salmon. .... 1.50 13.00

George Washington, salmon. .... 1.75 16.00

Goliath, cherry-purple. .... 1.50 13.00

Gran Zeppelin, white, vermillion-red eye. .... 1.75 16.00

Hans Vollmoller, white, light violet. .... 2.00 18.00

Hauptmann, Kohl, dark carmine. .... 1.50 13.00

Hest. Fire, salmon-orange. .... 2.50 20.00

H. B. May, bright pink. .... 1.40 12.00

July Light, light crimson. .... 1.75 15.00

L'Esperance, light lavender. .... 1.35 11.00

Lillian Wells, soft salmon-pink. .... 1.50 13.00

Maid Marian, lilac-blue. .... 1.40 12.00

Miss Lingard, pure white. .... 2.00 18.00

M. G. Jones, blushing-white. .... 1.40 12.00

Morgenrood, rose-pink. .... 1.50 13.00

Mrs. Jenkins, white. .... 1.35 11.00

Mrs. Van Beuningen, salmon-rose. .... 1.75 16.00

Mrs. R. F. Struthers, Imp. salmon-red. .... 1.40 12.00

New Bird, crimson-red. .... 1.75 15.00

Orange Beauty, orange-scarlet. .... 1.75 15.00

Obersgartner Wittig, salmon-pink. .... 1.75 15.00

Painted Lady, silver-pink. .... 1.50 13.00

Pink Charm, pink, scarlet sheen. .... 1.75 15.00

Pink Darling, rose-purple. .... 1.75 15.00

Pinky, fine pink. .... 1.50 13.00

Salmon Beauty, salmon-pink. .... 1.75 16.00

Salmon Glow, pink shaded salmon. .... 1.70 15.00

Salome, deep salmon. .... 1.50 13.00

Silvertone, pale lavender. .... 1.75 15.00

Sonja, baby-blue. .... 1.75 15

## SNYDER'S

## PERENNIAL SPECIALTIES.

Strong, clay-grown plants from open field beds, sure to bloom well next season.  
25 at the 100 rate.

## AQUILEGIAS.

All long-spurred, from finest seeds available.

Per 100

Blue King, excellent blue, white center.	\$4.00
Chrysanth, golden-yellow.	3.00
Red Shades, white or yellow centers.	3.00
Rose Queen, bright pink.	3.00
Snow Queen, pure white.	3.00
Scott Elliott's Hybrids, all colors.	2.50

Achillea Filipendulina, yellow, heavy.	4.00
Asclepias Tuberosa, bright orange.	4.00
Alyssum Saxatile Compactum.	2.50
CAMPANULA MEDIUM (Canterbury Bells).	
Calycanthemum, blue or rose, separate.	2.00
Double, in mixed colors.	2.00
Single, in mixture only.	2.00

## DELPHINIUM.

All spring-sown, have bloomed, cutback.  
Belladonna Improved, true and uniform.

Bellamoss Improved, true and uniform.

Lamartine, bright marine-blue, true.

## DIANTHUS.

Highland Rose Hybrids, large, single.

Loveliness, dainty mauve, laciniated.

Rose Cushion, true stock, 1-yr.

Spring Beauty, all colors, mostly double.

## CARNATION GRENADIN.

Thinly sown, bushy, from finest seeds available.

## King of the Blacks

White

Scarlet

Yellow

Mixed

Any of the above, separate, labeled.

4.00

DIANTHUS BARBATUS (Sweet William).

Giant-flowered mixture, all colors.

2.50

Newport Pink, salmon-pink.

2.50

Midget, double, mixture, uniformly dwarf.

3.00

DICENTRA EXIMIA (Plumy Bleeding Heart).

Thinly sown, bushy, already blooming.

6.00

DICTAMNUS (Gas Plant).

Pink, thinly sown, 1-yr., blms. 3rd yr.

6.00

White, thinly sown, 1-yr., blms. 3rd yr.

5.00

White, thinly sown, 2-yr., blms. 3rd yr.

8.00

## HEUCHERA SANGUINEA.

From flats, March-sown inside, kept in shaded frames outside all summer.

4.00

## GYPSOPHILA.

All will give full blooming effect next year.

Oldhamiana, pink-tinted, late.

3.50

Paniculata, common Baby's Breath.

2.50

Repens Rosea, dainty pink trailer.

3.50

## IBERIS SEMPERVIRENS.

From seeds thinly sown, bushy plants.

4.00

Little Gem, true stock, dwarf divisions.

3.50

Snowflake, true stock, large dazzling white flowers, neat, compact plants with dark green, daphne-like foliage.

Snowflake, rooted cuttings from frames.

3.50

Snowflake, from field rows, spring trans.

5.00

## LIATRIS.

Strong "bulbs" sure to bloom well next summer.

Calliopsis, large spike, 3-ft., 3rd early.

3.00

Longifolia Punctata, many slender 2-ft.

spikes.

Sept. on. Very attractive.

4.00

Pycnostachya Early Hybrids, 3-ft.

3.00

Pycnostachya Hybrids, tall, Aug. 1 on.

2.50

Spicata, 30-in. spikes, July 1 on, earliest.

3.00

Scariosa Alba, Sept. on. Few rogues.

6.00

Scariosa September Glory.

5.00

Lavandula, Munstead Strain, earlier.

4.00

Lilium Tenuifolium, 2-yr., bulbs.

3.50

Lilium Chinense, light blue, dwarf.

3.00

Lilium Narbonense, Heaven Blue.

4.00

Lilium Flavum Compactum, fine dwarf.

3.00

Neptea Mussini, dwarf, lavender.

3.00

Oenothera Missouriensis, soft yellow.

4.00

Physostegia, Summer Snow, pure white.

4.00

Rose Beauty (Oriental Poppy, bright pink).

8.00

## PLATYCODONS.

Double Blue, true, 2-yr., \$6.00; 1-yr.

4.50

Double White, true stock, 2-yr.,

10.00

Double Blue and White, mixed, 2-yr.

5.00

Mariesi Blue, special dwarf strain, 2-yr.

5.00

Mariesi White, some rogues, 2-yr.

3.00

Grandiflora Blue, true stock, 2-yr.

3.00

Grandiflora White, some rogues, 2-yr.

3.00

Shell-pink, no rogues or blue veins, 2-yr.

3.00

POLEANTHUS (Primula Veris Hybrids).

Stocky plants, thinly sown in early April.

Munstead Giant, red shades.

5.00

Munstead Giant, yellow shades.

5.00

## PEONIES.

Felix Crousse, cherry-red; Mons. Jules Elie; pink; Mons. Martin Cahuzac, darkest red; Baroness Schroeder, white; Karl Rosenfeld, crimson. Strong to 5-ye eye divisions. \$5.00 per 10, \$40.00 per 100, or \$350.00 per 1000. Terms: Cash with your order, please.

E. J. SNYDER, West Milton, Ohio

## HARDY PERENNIALS.

Immediate Shipment

Strong rooted cuttings. Per 100 Per 1000

Aster Frikartii (Wonder of Scotland).

\$8.00

Lythrum (Morden's Pink).

6.00

Hardy Clump Verbena (Canadensis).

6.00

## PLANE-VIEW NURSERY

Newport, R. I.

50.00

Cash with order, please.

PAYNE DAHLIA FARMS

Route 5, Kansas City 3, Kan.

## HARDY FALL ASTERS.

Per 12 Per 100

BLUE LAGOON, strong divisions.

\$2.00

\$12.00

BLUE LAGOON, field-grown.

3.00

\$18.00

HARRINGTON'S PINK, strong divisions.

2.00

\$12.00

HARRINGTON'S PINK, field-grown.

3.00

\$18.00

VIOLETTA, field-grown.

3.00

\$12.00

VIOLETTA, field-grown.

3.00

\$18.00

MT. EVEREST, strong divisions.

2.00

\$12.00

MT. EVEREST, field-grown.

3.00

\$18.00

PALMYRA, field-grown.

3.00

\$18.00

PACIFIC AMARANTH (NEW).

3.50

\$20.00

PRINCESS MARGARET (NEW).

3.50

\$20.00

SONNENWENDE (NEW DWARF).

3.50

\$20.00

HARDY CHOICE PERENNIALS.

CHRYSANTHEMUM MAX.

EDGE BROOK GIANT, strong divisions.

3.00

\$18.00

CHRYSANTHEMUM MAX.

MAJESTIC, strong divisions.

3.00

\$18.00

HEDERA HELIX BALTIKA (Hardy English Ivy), pot plants.

2.50

\$15.00

HEMEROCALLIS MIKADO, field-grown.

3.00

\$18.00

HEMEROCALLIS GOLDENI, field-grown.

2.50

\$15.00

IRIS BLACK MAGIC, field-grown.

2.50

\$15.00

IRIS ELEANOR ROOSEVELT, field-grown.

2.50

\$15.00

PERENNIAL ROSE ELENA (NEW HARDY).

2.50

\$15.00

POLEMONIUM BLUE PEARL (NEW).

3.50

\$20.00

POLYANTHUS, Colossal strain, mixed, huge flowers on hardy plants, pot plants.

3.50

\$20.00

PYRETHRUM MRS. D. C.

3.50

\$20.00

VERONICA BLUE PETER, field-grown.

3.00

\$18.00

VERONICA BLUE SPIRE, field-grown.

3.00

\$18.00

DELPHINIUM LYONDEL GLANTHY HYBRIDS.

Very hardy and drought-resistant strain, mixed colors, field-grown.

4.00

\$25.00

New crop seeds, \$6.00 per 4 oz.; \$11.00 per 1/2 oz.; \$20.00 per oz.

No packing charge if cash with order.

CORLISS BROS., Inc., NURSERIES

Reynard Street, Gloucester, Mass.

1-YR. FIELD-GROWN PERENNIALS.

Per 10 Per 100

Achillea The Pearl, white.

\$0.75

\$6.00

Alyssum saxatile compactum.

.75

6.00

Anthemis tinctoria lemon-yellow.

.75

6.00

Campanula, medium, blue, rose, white, mixed.

.75

6.00

Carnation Half-high Grenadin, red, scarlet, white, rose.

.75

6.00

Chrysanthemum, cushion type, red, pink, white, yellow, bronze.

1.00

8.00

Delphinium Belladonna, Bellamoss, Lamartine.

.75

6.00

Dianthus plumarius, double.

.75

6.00

Digitalis (Foxglove) Shirley, purpurea, monstrosa.

.75

6.00

Gypsophila pacifica, paniculata.

.75

6.00

Hibiscus Jumbo.

.75

6.00

Hollyhock, Charter's doubles.

.75

6.00

Newport Pink, scarlet, white.

.75

6.00

Myosotis palustris, blue.

.75

6.00

Paeonia barbata.

.75

6.00

Platycodon grandiflorus, blue.

.75

6.00

Shasta Daisy, single, Alaska.

.75

6.00

Sweet William, Newport Pink, scarlet.

.75

6.00

Tritoma pfitzeriana.

1.10

9.00

Veronica spicata.

.75

6.00

Cash with order, or 25 per cent. balance C.O.D.

HENRY LE POIRE

Route 2, Zeeland, Mich.

BLEEDING HEARTS.

Dicentra spectabilis, for fall delivery.

Amount 3 to 5-ye 5 to 8-ye

100 lot

\$0.25

\$30.00

1000 lot .20 .25

Write for special price for amounts above

500 and contract growing.

Smaller than 5-ye plants suitable for mail-order business.

15c ea. per 100 lot, 16c ea. per 1000 lot.

We have specialized in growing the Old-fashioned Bleeding Heart for many years.

Because

## HARDY PLANTS—Continued

## DAISY DIVISIONS.

Strong, field-grown stock; Majestic, 18c; Mt. Shasta, 12c; Supreme, 12c; White Swan, 5c. DELPHINIUMS—BELLAPOSSA, IMP. 1-yr. field seedlings, \$25.00 per 100.

## IVIES IN 1-INCH POTS.

English, 15c; Baltic, 15c; Hahn's, 15c. Euonymus coloratus, 2-inch pots, 5c. Euonymus patens, 2-inch pots, 10c. STRATFORD GARDENS, Delaware, O.

## FERNS.

Hardy Ostrich Plum. The most satisfactory hardy fern. For best results, should be planted in Fall. Large clumps, \$6.00 per 100, \$55.00 per 1000.

## J. R. PALMER &amp; SON

Blackduck, Minn.

## COLORFUL MUMS.

Strong field-grown clumps of 150 colorful hardies from our test gardens. Available this fall for winter propagation. Write today for descriptive price list.

PRairie SOUTHWEST FLORETTUM  
R. F. D. 1, Box 103 Fall River, Kans.

## HARDY PLANTS.

A complete assortment of fully developed field-grown plants for the rockery, for cut flowers, for gardens. No seedlings or liners. Catalog and handy order aids.

THE JOSEPH F. MARTIN CO.  
Painesville, O.

HARDY PERENNIALS. We are growers of both seeds and plants of hardy perennials in large assortment, many hundreds of kinds. Ask for Special Wholesale Price List.

REX. D. PEARCE, Dept. N, Moorestown, N.J.

## PHLOX.

Hardy 1-year-old Phlox. Write for our new list today.

KNOLL & WALTERS PERENNIAL FARM  
R. 2 Zeeland, Mich.

America's Best Source  
for Hardy Plants Is  
THE WAYSIDE GARDENS  
Mentor, Ohio  
Write for Trade List.

## ROSEBUSHES

## ROSEBUSHES.

A limited amount of the Best Rosebushes anywhere and at no advance in price. So do not delay; order today before our stock is depleted. CLIMBERS: Talisman, Paul's Scarlet, Red Radiance, Caledonia, Mrs. P. S. du Pont, Pink Radiance, K. A. V., American Beauty, POLYANTHA: Cecile Brunner, Ideal, Golden Salmon, Kirsten Poulsen, Else Poulsen, D'Or, Mrs. R. M. French, TWO-TONE: Talisman, Paul's Scarlet, Eileen Nellie Perkins, Condesa de Sastago, YELLOW: Golden Rapture, Golden Charm, McGredy's, Golden Dawn, Golden Ophelia, Mrs. P. S. du Pont, Soeur Therese, Luxembourg, Roslyn, Lady Hillingdon, Betty Grace Clark, Joanna Hill, Sunburst, Yellow Condesa. WHITE: White American Bt., Caledonia, K. A. V., Konigin Luise, White Radiance, F. K. Drusckii, Snow Queen, RED: Radiance, Etoile de Hollande, Syracuse, Rouge Malerlin, Poinsettia, Grenoble, Ami Quinard, E. G. Hill, Francis Scott Key, Charles K. Douglas, Sensation, McGredy's Scarlet, American Bt., Caledonia, McGredy's Senior, Gruss an Tschiff, PINK: Editor McFarland, Briarcliff, Columbia, Pink Radiance, Mrs. Chas. Bell, Shell Pink Radiance, Betty Up-richard, Dainty Bess, Margaret McGredy, Paul Neyron, Doctor, Picture. PRICES: In lots of 100 to 1000, No. 1, per 100, \$30.00, and 1000 and up, \$27.50; in lots of 1000 to 10000, No. 2, \$22.50 per 100, and 1000 and up, \$20.00. TERMS: Cash with order or 25 per cent deposit and balance C.O.D. Sold only in multiples of 10 of a grade and variety.

"What a difference just a few cents can make."

MARTIN'S ROSE NURSERY  
P. O. Box 155 Arp, Tex.

ROSA MULTIFLORA JAPONICA, thornless—The large grown strains good for budding, hedges and soil-erosion control. White flowers, very hardy.

Rooted, 3-in. cuttings, 6 to 8 mm., \$6.00 per 100, \$30.00 per 1000. 2-yr., No. 1, 18 to 24 ins., \$10.00 per 100, 3-yr., No. 1, 2 to 3 ft., \$15.00 per 100.

9-in. cuttings, handmade. Liberal count, \$3.00 per 100, \$13.00 per 1000. POPPLAR, LOMBARDY, 2-yr., 4 to 6 ft., \$25.00 per 100; 6 to 8 ft., \$40.00 per 100.

FINGER LAKE NURSERIES  
Geneva, N. Y.

## ROSES.

We have the following excellent No. 1, 2-year-old, field-grown rosebushes, above our regular requirement. We offer them for delivery this fall only at \$35.00 per 100.

1500 Eldorado, yellow  
1500 Konigin, satiny pink  
1500 Killarney, Dbl. White, pure white  
1500 Mrs. W. C. Miller, salmon-rose  
2500 McGredy's Scarlet, crimson-scarlet.

Ask for prices on the entire amount.

BROOKVILLE NURSERIES  
Glen Head, N. Y.

NORTHERN OHIO FIELD-GROWN ROSES.  
Write for list.

LESTER F. SQUARE NURSERIES  
Wholesale Growers.  
Painesville, Ohio

## ROSES.

We have the following excellent 2-year-old, field-grown rosebushes. We offer them for delivery this fall only: No. 1, \$35.00 per 100; No. 1 1/2, \$30.00 per 100. Grown on multiflora seedlings.

## RED

Ami Quinard Etoile de Hollande  
Red Radiance McGredy's Scarlet

## PINK

Editor McFarland McGredy's Triumph  
Pink Radiance Paul Neyron

## YELLOW

Golden Ophelia Sister Therese

## TWO-TONE

Condesa de Sastago Talisman  
Pres. Herbert Hoover

## WHITE

Fran Karl Drusckii K. A. Viktoria  
GUS MASCHMANN ROSE NURSERIES  
Delaware, O.

## MULTIFLORA JAPONICA.

DE-EYED ROOTED CUTTINGS FOR  
BUDDING.

6 to 11 mm., \$25.00 per 1000

(Write for special prices on larger quantities)

Also a Large Supply of

HEAVY-ROOTED MULTIFLORA CUTTINGS  
FOR FENCE ROW PLANTING.

6 to 6 mm., \$30.00 per 1000

(Write for special prices on larger quantities)

December 1 delivery—Cash with order

(Freight or Express Delivery)

18 to 24 ins., c. .... 8.50 75.00

18 to 24 ins., s. .... 9.50 85.00

18 to 24 ins., c. .... 11.00 100.00

Ligustrum ovalifolium.

California Privet.

8 to 24 ins., 1-yr., c. .... 20.00

Ligustrum sinense.

Amur River South Privet.

8 to 24 ins., 1-yr., s. .... 8.00

Juniperus virginiana.

Red Cedar.

6 to 9 ins., tr., x. .... 40.00

9 to 12 ins., tr., x. .... 58.00

12 to 18 ins., tr., x. .... 60.00

All stock below is first-quality collected stock.

Per 100 Per 1000

Tsuga canadensis.

Canadian Hemlock.

4 to 8 ins., s. .... 2.00 15.00

8 to 12 ins., s. .... 3.00 25.00

12 to 18 ins., s. .... 4.50 40.00

Hex opaca.

American Holly.

4 to 8 ins., s. .... 2.50 20.00

8 to 12 ins., s. .... 3.50 30.00

12 to 18 ins., s. .... 5.50 50.00

Kalmia latifolia.

Mountain Laurel.

4 to 8 ins., s. .... 2.50 20.00

8 to 12 ins., s. .... 4.00 35.00

12 to 18 ins., s. .... 6.00 55.00

Each

12 to 18 ins., 3 br. and up. .... 0.20

18 to 24 ins., 3 br. and up. .... 0.25

Rhododendron maximum.

Rosebay Rhododendron.

Per 100 Per 1000

4 to 8 ins., s. .... 2.50 20.00

8 to 12 ins., s. .... 4.00 35.00

12 to 18 ins., s. .... 6.00 55.00

Each

12 to 18 ins., 3 br. and up. .... 0.20

18 to 24 ins., 3 br. and up. .... 0.25

12 to 18 ins., 4 canes and up, R&B. .... 1.00

18 to 24 ins., 4 canes and up, R&B. .... 1.25

Azalea catenulata, Flame, and

Azalea nudiflora, Pinkster Flower.

6 to 24 ins., liners. .... 0.40

12 to 18 ins., 3 canes and up. .... 0.20

18 to 24 ins., 3 canes and up. .... 0.25

12 to 18 ins., 4 canes and up, R&B. .... 1.00

18 to 24 ins., 4 canes and up, R&B. .... 1.25

CUMBERLAND PLATEAU NURSERY

York Route Crossville, Tenn.

## LAWN SEED.

Pure KENTUCKY BLUEGRASS lawn seed, fresh from Kentucky's great meadow last June. You will like this seed.

100 lbs., \$50.00; 50 lbs., \$26.00; 25 lbs., \$14.00, and 10 lbs., \$6.00. All F.O.B. here, subject market price changes.

## WALNUT LAWN FARM

Lexington, Ky.

## TAXUS CUSPIDATA SEEDS.

New Crop—\$6.00 per pound.

Write for list of Hardy Tree Seeds.

## AMERICAN BULB CO.

133 W. Randolph St.

Chicago 7, Ill.

## SEEDS OF HARDY PERENNIALS.

540 Varieties and Species offered in our Special Wholesale Price List of perennial seeds and plants. Sent on request. REX. D. PEARCE, Dept. N, Moorestown, N.J.

## SHRUBS AND TREES

NURSERY GROWN STOCK. Per 100 Per 1000

Cornus florida.

White Flowering Dogwood.

2 to 3 ft., br. .... 25.00 \$200.00

3 to 4 ft., br. .... 30.00 250.00

Hydrangea paniculata grandiflora.

Peegee Hydrangea.

6 to 12 ins., c. .... 8.50 75.00

12 to 18 ins., c. .... 9.50 85.00

18 to 24 ins., c. .... 11.00 100.00

Ligustrum ovalifolium.

California Privet.

8 to 24 ins., 1-yr., c. .... 20.00

Ligustrum sinense.

Amur River South Privet.

8 to 24 ins., 1-yr., s. .... 8.00

Juniperus virginiana.

Red Cedar.

6 to 9 ins., tr., x. .... 40.00

9 to 12 ins., tr., x. .... 58.00

12 to 18 ins., tr., x. .... 60.00

Juniperus chinensis.

Blue Atlas Cedar.

4 to 8 ins., s. .... 2.50 20.00

8 to 12 ins., s. .... 3.50 30.00

12 to 18 ins., s. .... 5.50 50.00

Each

12 to 18 ins., 3 br. and up. .... 0.20

18 to 24 ins., 3 br. and up. .... 0.25

12 to 18 ins., 4 canes and up, R&B. .... 1.00

18 to 24 ins., 4 canes and up, R&B. .... 1.25

Azalea catenulata, Flame, and

Azalea nudiflora, Pinkster Flower.

6 to 24 ins., liners. .... 0.40

12 to 18 ins., 3 canes and up. .... 0.20

18 to 24 ins., 3 canes and up. .... 0.25

12 to 18 ins., 4 canes and up, R&B. .... 1.00

18 to 24 ins., 4 canes and up, R&B. .... 1.25

CUMBERLAND PLATEAU NURSERY

York Route Crossville, Tenn.

## MIMOSA (SILK TREE)

## ALBIZIA JULIBRISINN

Per 100 Per 1000

7000 6 to 12 ins. .... 5.00 \$40.00

5000 12 to 18 ins. .... 9.00 70.00

5000 18 to 24 ins. .... 15.00 120.00

4000 2 to 3 ft. .... 20.00 150.00

3000 3 to 4 ft. .... 25.00 230.00

2000 4 to 5 ft. .... 30.00 280.00

3000 at the 1000 rate.

These trees are propagated from the best deep pink-flowering trees that we know of in Oklahoma.

It cost more to grow them this way, but we strive for permanent satisfaction. This should mean a lot to you and your customers.

Remember we grow 'em straight.

## LIBERAL GRADING—

## NO PACKING CHARGE

WILLIAM J. WRIGHT  
Rt. 4, Box 135C Oklahoma City, Okla.

## TAXODIUM DISTICHUM—We can furnish this scarce and beautiful tree in sizes 3 ft. and up to 10 ft., B&amp;B. Our plants are bushy and straight.

## ACER SACCHARUM—We have many thousands of these in all sizes from 3 to 12 ft.

The finest lot we ever saw.

## THE WING NURSERIES

Mechanicsburg, Ohio

## PINK DOGWOOD OUR SPECIALTY.

3 to 4 ft. .... \$2.00 each

2 to 3 ft. .... 1.50 each

18 to 24 ins. .... 1.00 each

12 to 18 ins. .... .75 each

IKE HAWKERSHIM NURSERY

Winchester, Tenn.

SPECIAL TRADE OFFERING, FALL, 1949.	
Cotoneasters, B&B	Each
Addressa, 12 to 18 ins.	\$2.00
Dielsiana, 2 to 3 ft.	2.00
Dielsiana, 3 to 4 ft.	2.50
Divaricata, 2 to 3 ft.	2.25
Divaricata, 3 to 4 ft.	2.50
Zabelii, 2 to 3 ft.	2.25

BUDDLEIAS	
Dubonnet, No. 1	Per 10
M.	\$3.00
Charming, No. 1	2.50
M.	2.70
Farquahar, No. 1	2.70
M.	2.70
Ille de France, No. 1	3.00
	2.50

LINING-OUT STOCK. Per 100	
Pfitzer Juniper, 2 1/2-in. pots.	\$20.00
Abelia grandiflora, 1-yr., field-grown.	
12 to 18 ins. \$2.50 per 10	22.50
18 to 24 ins. 3.50 per 10	30.00
Redbud, Cercis canadensis.	
12 to 18 ins.	8.00
18 to 24 ins.	12.00
2 to 3 ft.	15.00
Cotoneasters, 1-yr., field-grown.	
Addressa, 6 to 9 ins.	35.00
Dielsiana, 8 to 12 ins.	20.00
Dielsiana, 12 to 18 ins.	25.00
Divaricata, 9 to 12 ins.	18.00
Horizontalis, 8 to 10 ins.	25.00
Zabelii, 9 to 12 ins.	18.00

PARRY NURSERIES Signal Mountain, Tenn.

LINERS, Spring Delivery Each

Azalea Mollis, cream, branched, XX.	\$0.25
6 to 9 ins., fd.	0.25
Camellia, Herme, 2 1/2-in. pot.	25
Camellia, Cheerful, 2 1/2-in. pot.	25
Dodeca, X.	15
Mezereum, 4 to 6 ins., fd.	0.75
Mezereum, 6 to 8 ins., fd.	1.00
Mezereum, 8 to 10 ins., fd.	1.25
Heather	
Bruckenthalia, XX, 2 to 4 ins., frame	12
Med. White, XX, 2 to 4 ins., frame	17
Mrs. Maxwell, XX, 2 to 4 ins., frame	17
St. Kaverns, XX, 2 to 4 ins., frame	15
Carnea, X, flat	12
Medium, X, flat	10
VeVilla, X, flat	12
King George, X, flat	12
Syringa, White, X, flat	12
Tilia, woodwardii, X, frame	12
Thuya pyramidalis, X, frame	17
Viburnum burkwoodii, X, 4 to 6 ins.	15
Viburnum burkwoodii, X, 6 to 8 ins.	15
Lithospermum (Heavenly Blue) X pots	
F.O.B. Nursery, packed free, C.O.D.	
FOUR STAR NURSERY	
Hi-way 29 at No. 212th	
Rt. 3, Box 3529	Edmonds, Wash.

MIMOSA OR SILK TREE, Albizia julibrissin.

This beautiful-flowering, fast-growing, small tree is becoming very popular. We have a fine stock.

Per 100 Per 1000

6 to 10 ins.	\$2.50	\$ 20.00
12 to 18 ins.	4.00	30.00
24 to 30 ins.	7.00	40.00
36 to 40 ins.	9.00	60.00

Not less than 50 at 100 rate, 500 at 1000 rate.

3 to 4 ft., heavy trans. 20.00 125.00

4 to 5 ft., heavy trans. 50.00

6 to 7 ft., heavy trans. 90.00

Not less than 10 at 100 rate.

MELIAS.

Texas Umbrella Tree, Melia azedarach, unbraculiformis. A popular, quick-growing, attractive tree.

15 to 18 ins. 6.00 25.00

20 to 30 ins. 8.00 35.00

Not less than 50 at 100 rate, 500 at 1000 rate.

3 to 4 ft., heavy trans. 40.00

10 at 100 rate.

RIEGEL PLANT CO. Experiment, Ga.

LINING-OUT STOCK. Per 100

Cotoneaster div., 1-yr., bushy tr.	\$15.00
Euonymus vegetus, 1-yr. pots, spg.	18.00
Malus atrosanguinea, 1-yr. gfts.	25.00
Malus purp. Lemoine, 1-yr., gfts.	25.00
Malus scheideckeri, 1-yr., gfts.	25.00
Pyracantha lalandii, 5-in. pot.	65.00
Sorbus aucuparia, 1-yr., 1 1/2 to 2 ft.	12.00
Tamarix, Summer Glow, 1-yr., cgt.	7.50
Viburnum carlesii, 1-yr. pot gft.	40.00
Tilia cispaliensis, 2-yr. pot.	22.00
Taxus cusp., browni, 1-yr. pot.	20.00
Taxus cusp. capitata, 1-yr. spg.	6.00
Taxus cusp. capitata, 1-yr. pot.	25.00
Taxus cusp. capitata, 1-yr. pot.	25.00
Taxus med. hicksei, 1-yr. pot.	22.50
Thuja occ. pyramidalis, 1-yr. pot.	22.50
Taxus in following varieties are 5-yr. twice tr. 10 to 12 ins. at \$45.00 per 100; Cupidata, cusp. browni, cusp. nana, intermedia, media, hatfieldii and media hicksii.	

THE COTTAGE GARDENS Lansing 15, Mich.

PINK DOGWOOD. Each

3 to 4 ft. buds.	\$2.00
2 to 3 ft. buds.	1.50
18 to 24 in. buds.	1.00
12 to 18 in. buds.	.75
Field-grown dormant buds for lining out, budded fall, 1949.	.25

TENNESSEE NURSERY CO. Cleveland, Tenn.

Box D

### QUALITY LINERS.

Per 100

Red-fig. Dogwood, 10 to 15 ins., grafts	\$60.00
Douglas Fir, 5 to 8 ins., tr.	12.50
American Holly, 4 to 8 ins., sdg.	8.50
Pfitzer's Spdg. Juniper, 4 to 6 ins., tr.	22.50
Canadian Hemlock, 5 to 12 ins., tr.	15.00
Magnolia glauca, 6 to 12 ins., tr.	25.00
Az. schlippenbachii, 4 to 6 ins., tr.	25.00
Taxus capitata, 4 to 6 ins., tr.	22.50
Rho. carolinianum, 4 to 6 ins., tr.	22.50
Az. mucronata, 4 to 6 ins., tr.	30.00
Magnolia soulangeana, 8 to 15 ins.	65.00
Red-leaved Jap. Maple, 6 to 15 ins., grafts	75.00

Send for new Fall List.

POSSUM HOLLOW NURSERIES 6327 Magnolia St. Philadelphia 44, Pa.

GRAFTED HYBRID SHAGBARKS.

Fairbanks and Stratford Each

1-yr. grafts, 3 to 6 ft.	\$2.50
2-yr. grafts, 5 to 8 ft.	3.25

AMERICAN PERSIMMONS.

Early Golden and Josephine

1-yr. grafts, 3 to 6 ft.	1.40
2-yr. grafts, 5 to 6 ft.	1.75

BUTTERNUT SEEDLINGS.

From select parent

Root-pruned, 5 to 8 ft.

Terms: 25 of one variety, 25 per cent cash with order, balance C.O.D., unless known.

F.O.B. here.

NUT TREE NURSERIES Downingtown, Pa.

RED JAPANESE MAPLE SEEDLINGS.

Carefully selected for good red color.

Per 100

Acer palmatum atropurpureum	
10 to 13 ins. XX.	\$40.00
8 to 10 ins. XX.	30.00
6 to 8 ins. XX.	25.00

ELWOOD HUBBS 204 Delaware Ave. Palmyra, N. J.

ELM TREES. Priced for quick sale.

3000 Chinese Elms, root-pruned, good cal.

5 to 6 ft. and 8 to 10 ft. Caliper-size American Elms.

MEHRINGER NURSERY Kinsley, Kan.

2-YEAR LINING-OUT STOCK. Per 100

6000 Magnolia glauca, 10 to 12 ins.	\$10.00
1800 Aronia arbutifolia, 10 to 12 ins.	10.00

WILLIAM J. WRIGHT

R. D. 1 Bridgeton, N. J.

BERBERIS THUNBERGII liners, 12 to 18

inches, 2-year seedlings. \$3.50 per 100, \$30.00

per 1000. November shipment.

NYVELLIT'S NURSERY 313 Willets Ave. New London, Conn.

### VEGETABLE ROOTS

MCDONALD RHUBARB—\$15.00 per 100,

\$15.00 per 1000. Canada Red Rhubarb,

\$17.50 per 100, \$150.00 per 1000. Eastern Sun-

rise and Valentine, \$40.00 per 100.

HOME NURSERY Cuba, Kan.

### VINES

GRAPEVINES

Amazing new Grape Black Beauty, sensational

discovery. Fruit up to 1 1/2 in. diameter,

vine, heavy grower, regular heavy

bearer. Ripens this latitude through October.

Finest eating raw, jelly, wine, preserves,

3-yr. \$2.50; 2-yr. \$2.00; 1-yr. \$1.50.

L. A. RICHARDS Newton, Ill.

NATIVE PLUM SDLGS.

1/4-in. and up, 1-yr. 18.00

3/16 to 1/4-in. 1-yr. 14.50

1/4 to 3/16-in. 1-yr. 9.00

PRUNUS AMERICANA LIEDELS. 1949 crop, cleaned, potted pits) \$1.00 per 100.

Write for wholesale prices on other seedlings: Soft or Silver Maple, Catalpa, Redosier Dogwood, Russian Olive and American Elm.

PIPER-FILBY NURSERY 426 Kearney . Manhattan, Kan.

### SUPPLIES

JUNIUS PEAT.

Many users say, "Best peat we ever had."

A fine feltlike mixture of Sphagnum, peat and Reed peats. pH 4.5, 94 per cent organic,

high nitrogen content.

JUNIUS TOP-DRESSING.

A fine grind. Slightly decomposed peat, machine-mixed with gray sand. Unexcelled

for lawns and golf greens. Florists want it for seed flats and bench work, pH 4.5.

JUNIUS HUMUS.

Light, fluffy, fibrous. Small amount of black peat mixed throughout. Excellent soil conditioner and mulch. pH 4 to 5.5.

Send \$1.00 for postpaid sample of all three.

Available in burlap bags holding 1/5 cu. yd.

and in bulk carloads, the economical way to buy. Prices as low as quality and natural curing will permit. Dealers wanted.

JUNIUS PEAT COMPANY.

481 South Main Street, Geneva, New York

481 South Main Street, Geneva, New York

Made from a good grade of Southern Yellow Pine, since Cypress is not available. Standard specifications, inside measurements.

KNOCK DOWN FLATS.

16x12x2 1/2 in. . . . . \$16.25 per 100

16x11x3 1/2 in. . . . . 20.50 per 100

20x14x2 1/2 in. . . . . 20.00 per 100

20x13x2 1/2 in. . . . . 23.00 per 100

22x13x2 1/2 in. . . . . 22.00 per 100

22x12x2 1/2 in. . . . . 25.00 per 100

All other sizes quoted on request. Prices

F.O.B. Birmingham.

We are manufacturers, not jobbers. Freight to any point is a small item per flat. Our flats are the best. Why pay more? Our quality guaranteed. Prompt shipment, any quantity. Attach check to order.

We make mixed shipments of flats, plant boxes and spray boards.

HIGHTOWER BOX & TANK CO.

BIRMINGHAM, Ala.

DAHLIA OR TREE LABELS.

Priced per 1000

Plain Painted

3/4x5 1/2 in. notched, not wired . . . . . \$2.50

3/4x5 1/2 in. wired . . . . . 3.00

POT LABELS.

4x5 1/2 in. cartons 1000 each . . . . . 2.50

5x8 1/2 in. cartons 1000 each . . . . . 3.25

6x8 1/2 in. cartons 1000 each . . . . . 3.75

DAHLIA OR TREE LABELS.

Priced per 1000

Plain Painted

3/4x5 1/2 in. notched, not wired . . . . . \$2.50

3/4x5 1/2 in. wired . . . . . 3.00

Our labels are perfectly white and smooth

on both sides and are pronounced by growers

on the best and most economical.

YOHOO & HOOKER Youngstown 2, Ohio

CAMOSHAW.

WAR SURPLUS CAMOUFLAGE NETTING.

Just the

## SUPPLIES—Continued

MINNESOTA WHITE CEDAR FLATS	
12x16x2 1/2	\$16.24 per 100
14x20x2 1/2	20.00 per 100
14x20x3 1/2	23.00 per 100

Other sizes quoted on request. Also crating and other lumber. Aspen and Pine. F.O.B. Cook, Minn. Please attach check.

H. C. HILL & SONS, Cook, Minn.

## PEAT MOSS.

Highest-quality acid sphagnum peat moss weighing about 6 lbs. per loose bushel. 120-lb. hydraulic-compressed bales, \$3.25 each; 10 or more bales, \$3.00 each. Large burlap half-bale bags, \$1.60 each; 10 or more, \$1.50 each.

COLBY PIONEER PEAT CO., Inc.

Hanlontown, Iowa

## HARDWOOD CUTTING MACHINES.

Save time, save labor, save money. Use Wilson's Hardwood Cutting Machine to make up your cutting. Cutting blades made of best steel, sharpened and will keep a keen cutting edge. Particulars on request.

RUSSELL WILSON

Winnisboro, Tex.

## TREE DIGGERS.

The Tree Digger gets all the roots with your Fruit Trees, Shade Trees, Flowering Shrubs, Rosebushes, etc. Nursery stock properly dug with all the roots means satisfied customers. Particulars on request.

RUSSELL WILSON

Winnisboro, Tex.

## PRINTING.

Full-color printing of catalogs, pamphlets and folders. Full-color picture tags and labels of Roses, Fruits, etc., for individually wrapped Nursery stock. Samples available.

THE COLOR PRESS

Winnisboro, Tex.

## WISCONSIN'S QUALITY SPHAGNUM MOSS.

Clean, long-fibered, solidly packed in burlapped or wired bales of standard size, direct from drying beds. None better.

Trucked when feasible.

WARREN'S MOSS CO., Box 7, Warrens, Wis.

## HIGH NITROGEN HORTICULTURAL PEAT.

Unexcelled for soil-improving work. Used by leading growers for a quarter century. One 3-bushel bag, \$1.25; 10 bags, \$1.15; 25 bags or more, \$1.00 each.

COLBY PIONEER PEAT CO., Inc.

Hanlontown, Iowa

GIBRALTAR Frost Covers pay for themselves. Economical, long-lasting, ideal for windbreaks, 6 ft. wide; 50 ft., \$13.75; 100 ft., \$26.00; 150 ft., \$39.00. NEW AMSTERDAM IMPORT, 122 Chambers St., New York, N. Y.

PRINTING—Letterheads, Billheads, Statements, Cards, Envelopes, Tags, Blotters, Folders. Samples sent.

J. GARLAND HILL, Dept. A, Seaford, Del.

SPHAGNUM MOSS.  
Write for prices on burlapped and wire-bound bales.

THOMAS RESHEL

City Point, Wis.

## WANTED

## PLEASE QUOTE.

We would like to receive your best price on the following:

1200 Black Hills Spruce, 10 to 12 ins., T.  
3600 Norway Spruce, 10 to 12 ins., T.  
1450 Colorado Blue Spruce, 10 to 12 ins., T.  
400 Mugho Pine, 10 to 12 ins., T.  
1800 Austrian Pine, 10 to 12 ins., T.  
1550 American Arborvitae, 10 to 12 ins., T.

Please send your quotations to Mr. Earl Herrick.

C. R. BURR & CO., Inc.  
Growing since '98  
Manchester, Conn.

## WANTED TO BUY.

2 to 3 thousand Chinese Elms, 1 to 2-in. caliper; 3 or 4 hundred Moline Elms, 1 1/2 to 2-in. caliper, and 1 to 2 thousand Berckmann's Golden Arborvitae, 24 to 30 ins. If anyone can furnish me these trees at good price, get in touch with

FRED GARLAND & SONS' NURSERY  
1200 N. E. 38th St. Oklahoma City, Okla.

## WANTED TO BUY.

Will buy quantity *Platanus orientalis*, *Acer rubrum*, *Quercus rubra*, *Quercus palustris* seedlings and lining-out sizes. Send full details of what you have to offer to BUTTONWOOD FARMS, R.F.D., Englishtown, N. J.

WANTED.  
Want stock and price list from wholesalers of evergreens, ornamentals and fruit for retail catalog.

BARRINGER  
Loachapoka, Ala.

Please mention the American Nurseryman when ordering from advertisement.

## OREGON MEETING.

[Continued from page 8.]

siderable increase in population. But percentagewise, business has declined. In the period 1940 to 1945 less manufactured goods were competing for the dollar, yet the nursery business took a loss in relation to other products. Mr. Merz went on to cite figures for 1947 from the report of the California board of equalization showing the sales tax collected on different products sold in the state, which give figures for per capita expenditures on various products. For instance, per capita expenditures on garden supplies in California are \$12.65, while \$72.60 goes for clothing, \$82.72 for household goods, \$17.19 for hardware merchandise, \$35.76 for drugs, \$12.62 for shoe repair, \$5.70 for photography supplies, \$128 for meals and drinks, \$3.86 for sporting goods, \$23.60 for packaged liquor and \$2.10 for caskets and tombstones. From these figures the nurseryman may see how he stands in relation to other business sales.

While only one-tenth of one per cent has been lost in sales in California, this represents a million dollars in nursery goods, said Mr. Merz, and it is necessary to gain back that lost percentage. The industry as a whole is failing to present to the public the true value of nursery products, he said, and to show the customer that the nurseryman's product is one that represents a permanent investment. The nursery industry owes it to itself, said Mr. Merz, to engage on an industry-wide program of selling its product to the public. He went through an issue of a magazine showing how many advertisements were designed to get people out of the garden, to travel, to enjoy entertainment, to engage in recreation or to use a product to become a social success. He then showed some advertisements which had been designed to sell people on the idea of enjoying their yards and urged that nurserymen consider building up a fund for future use in an advertising program.

## A. A. N. Activities.

Avery H. Steinmetz, Portland Wholesale Nursery Co., Portland, who with Henry Hausch, Roseway Nurseries, Portland, and Fred Borsch, Doty & Doerner, Inc., Portland, had been delegates to the American Association of Nurserymen convention at San Francisco in July, gave an excellent and thorough report of all phases of the convention.

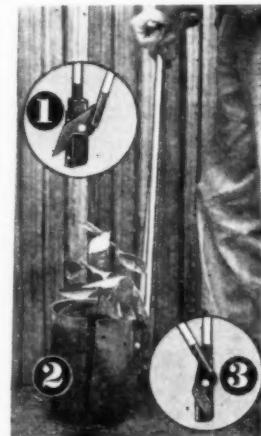
As executive committeeman for region VI of the A. A. N., C. B. (Bert) Miller, Milton Nursery Co.,

# The Cut THAT PAYS OFF



Stand up while cutting with the Read-head Can Shear! The can shear that cuts quickly—completely—with 3 smooth motions—the last one nicks bottom rim.

Guaranteed to cut any nursery can.  
Each (wt. 4 lbs. 3 oz.) . . . . . \$ 7.50  
(Prepaid on cash with order)  
3 for (f.o.b. Berkeley) . . . . . 18.00  
(Shipping wt. 14 lbs.)



Add 3% Sales Tax in Calif.

Sorry, No C.O.D.'s.

## AYER-LINE Industries, Inc.

709 Jones Street  
Berkeley, Calif.

## NURSERY NECESSITIES



—The safe spreader for better control of Lace Bug, Red Spider, Juniper Scale, Lilac Scale, Pine Leaf Scale, Spruce Gall Aphid.

### CRYSTAL BORER REPELLENT

For most species of borers on deciduous trees. Apply as protective measure. Used by leading tree companies.

### CRYSTAL NO-DRI

A scientific wax emulsion. Can be applied with spray equipment. Retards and reduces loss of moisture. Permits transplanting out of season.

Write for free booklets.

### CRYSTAL SOAP & CHEMICAL CO., Inc.

Department AN  
6300 State Road Philadelphia 35, Pa.

## PRONOUNCING DICTIONARY of Plant Names

64 pages, 3000 names, 25¢ per copy  
American Nurseryman Chicago 4.

Milton, reported on A. A. N. activities and national affairs since his election in July. He attended recent meetings of nursery groups at Seattle, Wash.; Santa Barbara, Calif., Twin Falls, Idaho, and Salt Lake City, Utah. Preliminary applications for a charter have been made by A. A. N. members in Utah and Idaho to form chapter 37 of the A. A. N. Five members and \$200 in dues are the required minimum for an A. A. N. chapter. Idaho has five members and \$103.10 in annual dues, and Utah has nine members and \$172.75 in dues. In the western region ten states are not affiliated with any chapter, and only three states, California, Oregon and Washington, have A. A. N. chapters. Arizona may soon form a chapter, as it has four members and over \$130 in dues.

Mr. Miller classified membership in the A. A. N. to show that it is an association of small businesses. In the lowest dues group, \$10 to \$25, there are over 700 members, or about fifty-six per cent of the membership. In the \$25 to \$75 class, there are about 350 members, or twenty-eight per cent; in the \$75 to \$200 class, there are about 120 members, or ten per cent, and in the \$200 to \$500 class there are sixty-six members, or six per cent of the membership.

Mr. Miller announced that Howard Quadland, of the Hazard Editorial Offices, New York, had been selected by the A. A. N. to be public relations counselor for its market development and publicity program designed not to sell nursery stock directly but to create the desire in the public for nursery stock. There will be fewer national press releases and more regional ones, and on the Pacific coast committee will be Robert Beam, May Nursery Co., Yakima, Wash.; James Wilson, Peters & Wilson, Millbrae, Calif., and E. C. Tomlinson, Select Nurseries, Whittier, Calif.

Mr. Miller told about the new and larger transportation committee headed by George Rose, which has been appointed to consider the increasing transportation problems of the nursery industry. Wayne McGill, who has done excellent work on the Oregon association transportation committee, is a new member of the A. A. N. committee. Mr. Miller advised that the nursery industry combine with all agricultural industries in efforts to ease transportation rates. He said that west coast nursery wholesalers have tried to absorb costs to meet competition with the east, but this practice cannot be continued; so some means of relief must be found.

Mr. Miller also commented on his

**Saves hours of digging time . . . costly labor**  
**NOW!** **Plant heavier, wider trees and**  
**shrubbery with the EXTRA-WIDE,**  
**18 to 24-in. diameter ROPER Digger.**



Super High-speed Model, \$200 — includes attachments for tractor or jeep and any size auger (18 to 24 ins. in diameter).

Regular High-speed Model, \$195.00 — includes all attachments and any size auger (18 to 24 ins.).

This rugged, durable Roper Digger works perfectly in shale, stony clay, sandstone, any tough soil. Easily installed by one man in 5 minutes; fits any jeep or tractor. Cuts planting and transplanting time way down.

NO SWING OR SWAY . . . Stays rigid while digging . . . digs straight or at any angle, adjustable for hillside digging.

NO WOBBLING or breaking . . . Safety shear pin is at universal and is easily replaced in field. Three models to choose from that dig up to 42-in. holes; from 8 to 24 ins. in diameter.

Write for free information and name of nearest dealer. **FULL YEAR GUARANTEE** on all parts and workmanship . . .

**DISTRIBUTOR AND DEALER INQUIRIES INVITED.**  
**WRITE TODAY FOR INFORMATION.**

**ROPER** MFG. CO. — DEPT. N  
 ZANESVILLE, OHIO

**ACTIVO**

**STOCK IT!**  
**SELL IT!**  
**USE IT!**

**COMPOST HASTENER—SOIL ACTIVATOR**

The widespread interest in organic gardening has stimulated a big demand for ACTIVO. Thousands of gardeners use it for converting leaves, grass clippings—even table waste—into rich, mellow, organic fertilizer. Dealers everywhere are selling more and more of this nationally advertised garden specialty.

		Active Sizes and Prices		Retail	Dealer
Unit	Treats	Packed	per case	each	each
No. 2	450 lbs.	12		\$ 1.00	\$ 0.60
No. 7	1700 lbs.	6		2.00	1.25
No. 25	3 1/2 tons	1		6.99	4.00
No. 50	6 1/2 tons	1		11.95	7.20
No. 100	12 tons	1		19.95	12.00

Get ACTIVO in stock now. A profitable, all-year-around seller for garden supply dealers. Order now for prompt shipment.

**GARDEN PRODUCTS CO.**

3246 S. Grand Blvd. Dept. A

St. Louis 18, Mo.

**PORTABLE, ALL-BRASS**  
**CHAMPION GIVES YOU**  
**ALL-PURPOSE SPRAYING**  
**AT LOW COST**

Here's ONE portable sprayer that does the work of several. Nozzle quickly adjusted to spray anything . . . up, down or sideways . . . as fine mist or 30-foot stream!

**INSECTICIDES • FUNGICIDES • OILS**  
**DDT • WEED KILLER • WATER PAINT**

No dangerous compressed air tank. Pressure pumped as needed in pressure cylinder only. 4 1/4-gal. tank and working parts all brass. Trouble-free, no clogging.

See your dealer or write for free literature.  
 Territories available for established dealers.

**CHAMPION SPRAYER CO.**

Mfrs. of Portable Sprayers and Dusters  
 6509 HEINTZ AVENUE

DETROIT 11, MICH.



## WANT ADS

Help and Situation Wanted  
and For Sale advertisements.

Display: **\$3.00** per inch, each insertion.  
Liners: **25¢** line; Minimum order **\$2.00**.

## FOR SALE

Well established nursery, 16 acres, bringing good income. Owner retiring. Well equipped sheds, small barn, 2 six-room modern houses, 2 greenhouses, one 16x100 ft., the other 30x100 ft., hot water, stoker fired. Located 5 miles from city limits, serving a population of 300,000, on Highways 11 and 70 between Knoxville and Oak Ridge, Tenn. Highly developed landscape department. Azaleas and broad-leaved evergreens specialty, all-year planting. Address replies to Box 652, care of American Nurseryman.

## FOR SALE

Nursery located on Highways 60 and 99 in California. Established 12 years in fast growing community. Ideal climate for relief of asthma and sinus trouble. Big opportunity for active young couple. Priced under market for quick sale. \$12,500 will handle. Write owner.

L. F. EHLERS Banning, Calif.

## FOR SALE

Floral shop and landscape nursery. Good location on Highway 281. Fried-  
rich walk-in refrigerator. Attractive  
salesyard. Contact:

DIXON'S LANDSCAPE  
& FLORAL SHOP  
Burnet, Texas

## FOR SALE

Well established landscape, small nursery and maintenance service, excellent location in expanding community, high-class clientele, South Shore Long Island, N.Y. Fully equipped, including 1000 ft. two-story building for growing stock and business headquarters. House optional. Retiring. Write Box 656, care of American Nurseryman.

## FOR SALE

Well established nursery. Owner retiring, 24 acres; 17 planted with fine-quality material. Buildings and greenhouse in excellent condition. Price right and good terms.

BERNATH'S NURSERY  
Pleasant Valley, N.Y.

## WANTED

### GARDEN CENTER

Will pay up to \$75,000.00 all cash for garden center or landscape nursery located in New York, New Jersey or Connecticut within commuting distance of New York city. Address Box 645, care of American Nurseryman.

## HELP WANTED

2 EXPERIENCED TREE MEN WANTED. Must be thoroughly qualified in use of rope for pruning large shade trees. Speed and clean pruning essential. Steady work through the winter; room and board can be arranged. \$1.50 per hr. per man for right team. State full qualifications.

HAWKEY ORGANIZATION  
Box 81 Saddle River, N.J.

## HELP WANTED

### WHOLESALE SALESMAN

Wanted by one of America's leading wholesale Nurseries for territory east of Mississippi river. An exceptionally good opportunity for a young man with good personality and sales experience. Knowledge of the nursery business desirable, but not absolutely necessary.

Commission with weekly drawing account.

Please give complete information, age, education, sales experience and former employers, etc., in your first letter. If possible enclose recent photograph.

### SHENANDOAH NURSERIES

Shenandoah, Iowa

## HELP WANTED

### SALESMEN

Some territories open for brisk-selling chemical Cesspool and Septic Tank Cleaner. Saves pumping, digging, and eliminates odors. Results guaranteed. Sold to nurserymen, grain and feed stores, hardware stores, building supplies, etc. Sales on this worthy product have been increasing regularly the past ten years. Substantial commissions. Full or part time. Address Box 658, care of American Nurseryman.

## SITUATION WANTED

Available in near future. All around mail-order catalog man. Complete understanding of layouts, artwork, production and distribution. Past experience with largest merchandising, mail-order and wholesale firms. Complete knowledge of nursery stock, seed and plant business.

Address Box 653, care of American Nurseryman.

## HELP WANTED

Man, or young man, who can solicit, design and sell small landscape plantings and do general nursery and landscape work. Not required that he be college graduate. Steady and permanent work in mid-south. Give age, size family, experience, references and minimum sal. required. Address Box 655, care of American Nurseryman.

## SITUATION WANTED

In nursery in the south or in California, from December 1 until about April 1, by part owner of Wisconsin nursery, single, navy veteran, 25 years old, 5 feet 10 inches tall and weighing 160 pounds. Has spent entire life in nursery business; educated, including one term in college of agriculture; primarily interested in additional experience. Willing to do any type of work; high wages not necessary, but want to purchase own room and board. Have own car and willing to drive a reasonable distance to work. Ready to start December 1.

Address Box 657, care of American Nurseryman.

## HELP WANTED

Salesman for immediate employment. Man with sound knowledge of plant material and personality to meet people and interest them in product. Take over an established territory in Philadelphia and Monmouth counties. A person who will be a worker may earn \$5000 to \$7000 a year by reasonably earnest effort. Concentrated effort can substantially increase this.

ANDORRA NURSERIES, Inc.  
Ridge and Butler Pikes Conshohocken, Pa.

## SITUATION WANTED

Married, yet completely experienced in propagation and handling strawberry plants. Will furnish part or all equipment necessary to operate in this branch of industry. Desires position with nursery selling in quantity. State proposition, salary and location in first letter. Write Box 647, care of American Nurseryman.

## HELP WANTED

Nursery propagator wanted. Man must be thoroughly familiar with raising evergreens, shrubs and trees. Knowledge should include experience in grafting, budding, making cuttings and raising plants from seed.

Write us for an interview.  
DEKALB NURSERIES, Inc.  
NORRISTOWN, PA.

## HELP WANTED

Salesmen for well established nursery with landscape architect facilities. Extensive retail trade.

TOWSON NURSERIES, Inc.  
Near Baltimore Towson 4, Md.

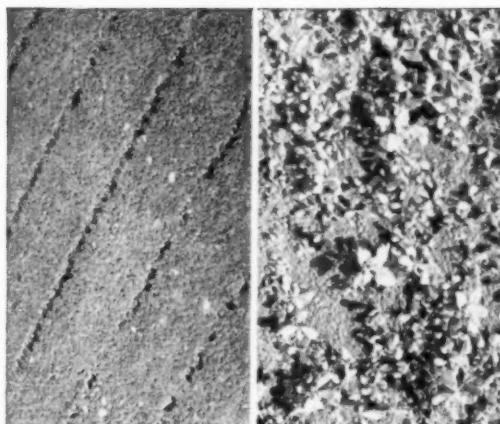
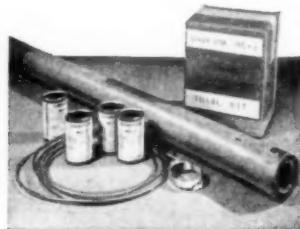
## SITUATION WANTED

Married, one child, would like on-the-job training for veterans. Raised on nursery; diploma in landscaping home-study course. Interested mainly in landscaping, experienced supervising small jobs. Can start about Nov. 15. Own car. Write: R. J. LUCKHARD, Rt. 1, Littlefield, Tex.

## Here's How to Cut Costly Hand Weeding and Control Soil Pests in One Operation

USE  
**DOWFUME MC-2**  
 FOR FUMIGATING PLANTING SOIL

Dowfume MC-2 makes the difference! At the right, violas flourish in soil treated with Dowfume MC-2 before planting. There's no weed problem here—no damage from root-attacking parasites. At the left, planting was done in untreated soil at the same time.

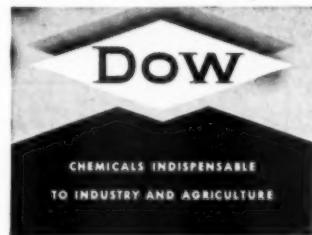


Dowfume MC-2 kills most of the weed seeds present in the soil—also controls soil insects. At higher dosages, it controls many plant diseases. This new Methyl Bromide-Chloropicrin mixture is easy to apply—does a thorough job throughout the tilled layer of soil—aerates rapidly.

### SPECIAL TRIAL OFFER!

A Trial Kit brings you four pounds of Dowfume MC-2—sufficient to treat 400 square feet of soil for weed seed and soil insect control, or 100 square feet for plant disease control, plus the simple equipment and complete directions for its use. This offer expires Jan. 1, 1950. Send ten dollars (check or money order) to: Fumigant Division—Dept. 836, The Dow Chemical Company, Midland, Michigan.

**THE DOW CHEMICAL COMPANY**  
 MIDLAND • MICHIGAN



trip to the east several months ago and predicted an optimistic future for the nursery business. He said that the national business declines do not usually affect the nursery business until somewhat later; so nurserymen should take trends as a warning.

Thursday evening a banquet was enjoyed for which Dean Collins, garden editor of the Oregon Journal, proved a most entertaining master of ceremonies. After a floor show those who wished adjourned to the Shrine club for dancing.

#### New Insecticides.

The meeting was resumed Friday morning with a message of greeting by the Honorable Dorothy McCullough Lee, mayor of the city of Portland. She said that while the national population had increased on an average of nine per cent Oregon's had increased by over fifty per cent which had brought many new changes in industry to the state in the past ten years. The prognosis for the next twenty years is another thirty per cent increase, which should mean a larger market and a greater prosperity to the state. Mrs. Julia Hausch presented the mayor with a bouquet of Sutter's Gold roses.

Vice-president Mike Dering introduced the next speaker, Chuck Cody,

## WANT MORE CUSTOMERS? PLANTCOTE WILL BRING THEM

- Stops rapid drying of ferns, wreaths and evergreen boughs.
- Stops needle drop of wreaths and Christmas trees.
- Gives decoration pieces high gloss and makes them more attractive.
- And Plantcote is "Tops" for Transplanting, too.

Plantcote is a specially prepared concentrate of Good-rite VL600\* (formerly Geon 31x\*). It contains all essential ingredients. Simply dilute Plantcote with water and apply. Concentrated formulations supplied in standard-size containers.

Special Sizes for Homeowners—Plantcote for treating Christmas Trees, packaged ready-for-use in pints and quarts, is available for resale to home users during the coming Holidays. Plan to stock the Plantcote Christmas package. Order from your jobber.

Good-rite z.i.p.\*, the new chemical deer repellent, now in stock at standard prices. One spray gives complete winter protection. Write for literature and prices.

\*Trade-mark—B. F. Goodrich Chemical Company

**NO-WILT PLANT PRODUCTS CO.**  
 North Olmsted, Ohio

### CHARLES SIZEMORE Traffic Manager

319½ Georgia St., Louisiana, Mo.

Loss and damage claims against railroad and express companies collected.

Freight bills audited.

Past due notes and accounts collected.

Well known to the nurserymen of the country.

Reference: Bank of Louisiana.

## WOOD LABELS

*For Nurserymen*

**DAYTON  
 FRUIT TREE LABEL  
 CO.**

Ray and Kiser Sts. DAYTON, O.

## EASIER, FASTER WORK

This Garden Shop Hand Truck is so widely used today that few nurseries are without it. Many have several, use one on each delivery truck, others in the nursery.

### IMMEDIATE SHIPMENT

Now you can get this popular truck at once. Speed up work, save labor cost with this practical and especially designed equipment. Sturdy, strong, attractive in appearance, built for many years of profitable service. Order direct, today.

#### SPECIFICATIONS

Equipped with Jumbo Balloon Tires and Tubs, 12x4 inches. Especially Designed Curved Nose. All-Steel Construction, electrically welded. Weight 16 pounds. Over-all Length 63 inches. Over-all Width 27½ inches. Capacity 28-in. Ball weighing 600 pounds.



The popular Garden Shop

#### SMALL HAND TRUCK

**\$37.50 F.O.B. Kansas City.**

Write for free illustrated folder.

### THE GARDEN SHOP, Inc.

4833 Mission Rd.

Kansas City 3, Kan.

## Here at Last! Self-WATERING WIK-FED POTS

The new, scientific, sub-irrigating flower pot so ideal for **African Violets** and other house plants. Feeds moisture and plant food by capillary attraction from water storage base, through Fiberglass wick, direct to the roots as needed. Plants may be left for 7 to 10 days without attention. Made of strong non-warp, non-sweat Styron plastic in 6 beautiful colors — ivory, pink, red, yellow, green and lavender — all with black base. **Specify colors in ordering. Prices**

**F.O.B. St. Louis, Mo.**

**4 Inch Size — Retail \$1.00 each; Dealer \$ 7.20 Dozen**  
**5 Inch Size — Retail \$1.50 each; Dealer \$10.80 Dozen**

Distributed by

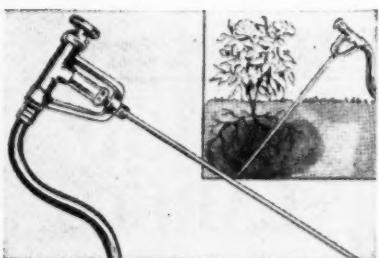
**GARDEN PRODUCTS COMPANY**

3246 S. Grand Boulevard

St. Louis 18, Missouri



## SURE! YOUR CUSTOMERS EXPECT YOUR ADVICE



That's why they appreciate it when you tell them you can sell them the

## ROSS ROOT FEEDER

- To take water and plant food **RIGHT TO THE ROOTS.**
- To offset shock of transplanting.
- For late fall feeding.
- To prevent **WINTERKILL.**
- For only **\$3.50 (with 12 plant food cartridges).**

**DEALER'S PRICE: \$25.20** for 12 Ross Root Feeders less 2% 10 days (F.O.B. Des Moines, Iowa). **FREE STUFFERS AND ELECTROS**

**ROSS DANIELS, Inc.**

1217 High St. Des Moines, Iowa

California Spray-Chemical Corp., who gave some "Factual Information Pertaining to New Insecticides." All plants are subject to insect pests and diseases, said Mr. Cody, and if one cannot afford chemical control, he should not be growing plants. A few years ago the main insecticides were rotenone, pyrethrum, nicotine, calcium arsenate, lead arsenate, summer oil and dormant oil. Of these the ones which are still widely used are the oils, and today there are new chemicals being used by the nursery industry, which Mr. Cody described. One of these is benzene hexachloride, which comes in both semipure and technically pure forms. The semipure form is usually used for nursery plants, except for cut flowers. It is relatively nontoxic to humans. The semipure form has a strong, musty odor, while the technically pure form is odor-free. As a dust one per cent and two per cent formulations are the most used, while wettable powders are used at ten per cent to fifteen per cent strength. The technically pure form is used as a liquid concentrate at twenty per cent strength.

Benzene hexachloride gives excellent control of wireworms when used at one-half to three-quarter pound active ingredient per acre, which equals fifty to seventy-five pounds of one per cent dust per acre. Dust should be applied when the soil is prepared. Planting may be done immediately after this treatment, but it is better to wait ten days to two weeks. Benzene hexachloride, in the same treatment as on wireworms, is good for control of root aphids. If it is being applied where there are trees, some of the soil may have to be removed around the trees for application. This insecticide is also excellent for controlling large-scale commercial pests such as moles and field mice. In a 20-acre test block at Yakima, Wash., recommended federal and state baits for field mice were compared with benzene hexachloride. A band of one per cent benzene hexachloride dust was put around the base of the trees and gave 100 per cent control, while the baits did not. With the technically pure form there is the notation on the label that it is made from lindane. In July the federal government made the technically pure form of benzene hexachloride its official control chemical for flies on dairy farms. To date no insect has built up a resistance to it, as many did to DDT.

TEPP, or tetraethylpyrophosphate, is used as a liquid concentrate or dust and has been found an outstanding control for mites and aphids and a

good control of thrips. It gives a high fumigating action. In the greenhouse the operator should wear a mask and goggles if exposed to it. A warning of overexposure comes when the eyes begin to smart and the chest starts to tighten, but there have been no deaths or serious illness as a result of use of TEPP.

Mr. Cody advised extreme caution, especially in the greenhouse and other confined areas, in using Parathion, the so-called new wonder insecticide. There have been five deaths from its use this year, two in the field, though these users knew the material must be handled with caution. Parathion gives good control of mites, especially on open foliage plants, as roses and camellias. It does not fume the way TEPP does and does not last any longer. Parathion comes in formulations with one per cent, one and one-half per cent and two per cent active ingredient, and more of the two per cent form is sold. A formulation of Parathion which has been found a good control for orange tortice is a liquid spray of one-half to one and one-half pounds of twenty-five per cent active material to 100 gallons of water in two applications applied a week to ten days apart. This insecticide also gives good control of leaf rollers, but is only fair on thrips and is not good at all on woolly apple aphid. It is not so good as TEPP on aphid in general.

DDT is satisfactory for the control of most species of worms and thrips and aphid, a good solution being one or two per cent strength in sulphur or oil. But DDT should not be used too often as it kills beneficial insects, and many insects will also build up resistance to continued use. DDT also gives good control of the lygus bug on chrysanthemums. For peach and prune borer it should be applied, eight to ten pounds of fifty per cent wettable DDT to 100 gallons of water on the trunks and where the trunk enters the ground about the middle of July and a couple of weeks later.

A new fungicide, Ortho-rix, is a lime-sulphur product recently developed by the California Spray-Chemical Corp., which provides excellent control of mildew, leaf spot, scab through the flowering period, brown rot and scab on apples and pears.

Dormant oil is good for control of scales, such as San Jose, leucanium and oyster-shell, at four to five gallons of oil to 100 gallons of water in the dormant period.

Summer oil is the No. 1 control of holly scale and should be applied

# Listen!

## YOUR PLANTS ARE TALKING ABOUT YOU!

They are telling some very amusing tales.  
Your customers are finding out what they  
are saying—they are reading

# “Surgery with a Spade”

PRICE  
\$1.00

*A. J. Godunow*

## WHY DON'T YOU?

In this story, in brief and simple language, you hear the plants gossiping about THEIR OPERATIONS. (Transplanting to you.) It is entertainingly told and humorously illustrated.

You, too, will get a kick out of reading  
“Surgery With a Spade.”

*Send for your copy to*

**JOHN J. MORRISON & SONS, Publishers**  
LYNCHBURG, VA.

Watch this space next issue for an announcement that should be of interest to the trade.

### ROADMAP TO PROFITS!

This new businessman's brochure "HOW TO PRICE FOR PROFITS IN COMPETITIVE MARKETS" teaches you proven 3-step methods of pricing low enough to get customers, high enough to get profits. Proved during 1932 to 1941. Examples of corporations, products, prices you know. By author of "HOW TO MAKE YOUR OWN ADS THAT SELL." See American Newsman, October 1, page 62 for full details. Price, \$5.00.

**J. H. SLINGERLAND**  
Box 5282 Wheaton, Ill.

### FERTO POTS

Made of Cow Manure

Plant eats pot. Write for booklet.

Dealers—Agents wanted

**ALLEN CO. PITTSTOWN, N.J.**

### PRINT YOUR OWN POST CARDS

COMPLETE OUTFIT  
only \$7.50

Amazing results in sales,  
inquiries and contacts...  
easy to use. GEM STENCIL  
DUPLICATOR is ideal for Advertising, Announcements, Notices, Labels, Forms, Price Lists — hundreds of uses for every type of business and organization. Comes complete with all supplies, instructions and 60-page Book of Ideas.  
Free Trial Offer: Try it before you buy it! Write and a GEM OUTFIT will be sent you postpaid. After 10 days, send only \$7.50 or return the GEM, no questions asked. The GEM must sell itself; you be the judge.

**BOND EQUIPMENT CO. • Dept. 129**

6633 Enright • St. Louis 5, Mo.

SEND NO MONEY, FREE TRIAL OFFER

## SUDSBURY Soil Test Kit



### Get Bigger, Better Crops

Test your own soil expertly—quickly learn how much nitrogen, phosphorus and potash it needs for every crop—whether soil is acid or alkaline (pH). No waiting for reports—no knowledge of chemistry needed—no exacting measurements.

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Used by gov't, departments, market growers, florists, estates. Fine hardware chest—everything for hundreds of tests. Full instructions—pays for itself in a year. Order C.O.D. \$22.50 plus express (or send \$22.50 and we'll prepay express). Money-back guarantee.

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when the growth starts in early spring at two to three gallons of summer oil to 100 gallons of water.

New pelleted baits have been found to last longer and to provide more uniform distribution of particles than the bulk baits and to give better control, particularly in wet areas.

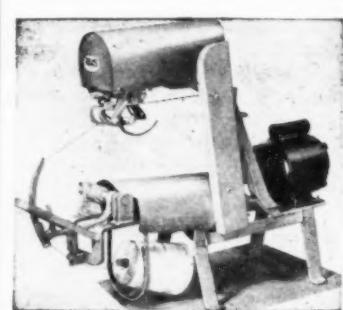
Any insecticide is only as effective as its application and timing, said Mr. Cody. Equipment for applying insecticides need not be bulky, and he displayed a small knapsack sprayer and a duster and pointed out their good features. For best coverage three types of nozzles are needed, the mist type, the driving and forceful type and high-reaching type. After this spraying season, equipment should be cleaned thoroughly. He advised cleaning out the sprayer with trisodium phosphate. One of the best commercial forms is Oakite, which should be used at two to three pounds to one gallon kerosene or summer oil and 100 gallons of water.

The last feature of the morning program was an address "The Miracle of America" by E. C. Sammons, president of the United States National Bank, Portland, in which Mr. Sammons described the fundamental things which are right about the American way of life and illustrated how men had built businesses from nothing and given the benefits of their wealth to the nation under our free, private, competitive enterprise system. He urged everyone to do all possible to preserve this system and asked that all read the Hoover report and write their congressmen to do something about the current exorbitant cost of government.

Luncheon was served in the Pompeian room, and nurserymen engaged in the mail-order business met at luncheon to discuss the possibilities of forming a chapter of the National Mail Order Nurserymen's Association on the Pacific coast. Wayne Melott, who was tentatively elected president at the initial Pacific coast meeting in July at San Francisco, presided, and Sam Rich, Rich & Sons Nursery, Hillsboro, described some of the work of the national association. It was decided to hold another meeting in January at the time of the next Oregon Association of Nurserymen convention.

### Nurserymen's Panel.

Feature at the afternoon session was a panel discussion "What's Cookin' Ahead of Us," with Paul Doty as leader. Members of the panel were Wayne McGill, A. McGill & Son, Fairview; Wayne Melott, Carlton Nursery Co., Forest Grove; Jerry



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Barfoot, Portland Rose Nursery, Portland; Dan Doerfler, F. A. Doerfler & Sons Nursery, Salem, and Robert Beam, May Nursery Co., Yakima, Wash. In addition to calling on members of the panel to discuss the questions selected, Mr. Doty also singled out various members of the audience for their comments.

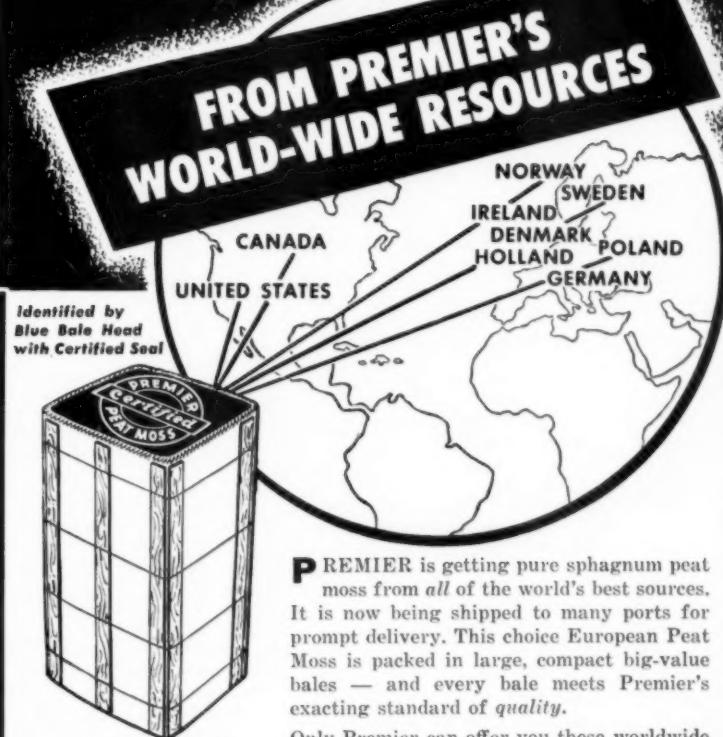
The first question put to the panel was "How does the demand for nursery stock for 1949-50 compare to previous years and to what is the increase or decrease due." The consensus was that the demand for the next season for nursery stock would equal that for the previous year, with the exception of sales of fruit trees which would be off. Mr. Beam said that his firm anticipated the same dollar volume but in different items than last year. Mr. Melott thought the market for commercial plantings of fruit trees would be off for a short time but that there would be a big market for ornamental stock. Mr. Barfoot said that the increase in population would make up for the industry's own sales deficiencies and keep up sales. He thought that the demand for nursery stock would come from renovating old plantings rather than from planting the many new buildings being constructed in the state.

To the second question "Is there any change in the kind of customer?" Mr. Melott said that he thought the nurserymen's customers today were younger and had less money than before, that they were interested in gardening but did not know too much about it; consequently it was up to the nurserymen to sell them on the idea of using plants. Mr. Barfoot believed the customer was of the same type as before but was more careful of his money now.

To the question "What is the buyers' attitude at this time of year—better service, quality, lower prices, etc.?" reply was that all buyers are looking for better service and more quality for their money. Mr. Barfoot said that one problem was that of the buyers' attitude on fall planting, as few seemed to realize that it was an equally good time to plant as in the spring. The standardization of merchandise and better values were two of the most strongly favored answers to this question.

The fourth question was "Have we a potential future market and how soon if it is not here now?" Mr. McGill said that the market was here but that it had to be developed. The retailer must go after the homeowner upon whom he is dependent, and

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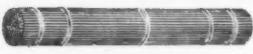
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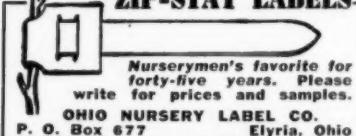
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45352, 45384, 45416, 45448, 45480, 45512, 45544,  
45576, 45608, 45640, 45672, 45704, 45736, 45768,  
45800, 45832, 45864, 45896, 45928,

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Association of Nurserymen met for a brief business meeting at which President Avery Steinmetz presided. Mike Dering presented the treasurer's report and also an accounting of the money used for entertaining A. A. N. delegates who had returned on the special train through Portland. Wayne Melott advised that there was over \$300 left in a fund collected for advertising gift certificates, and it was decided to hold this for future use. New officers of the chapter who were elected for the ensuing year are president, Julia Hausch; vice-president, Mike Dering, and secretary-treasurer, Paul Van Allen.

### PORLAND NURSERIES.

Though the winter had been severe, the spring extremely wet and the summer dry, stock in nurseries in the Portland area showed fine growth at the time of the fall meeting of the Oregon Association of Nurserymen. Just preceding the meeting there had been record 90-degree weather, but cool weather and rain came at the end of the month.

Most of the rose fields were still blooming profusely, and digging had begun only at one or two places. Effects of the spring floods could be seen in the fields of Roseway Nurseries, where cuttings had been lost. But this year's crop made a fine showing. A large order will be shipped to Hawaii, where the owners, Julia and Henry Hausch, made a business-pleasure trip last spring.

Most of the staff at N. Van Hevelingen, being operated by Mr. Van Hevelingen's widow, Mrs. Rita Cope-land, was busy sorting bulbs in one of the nursery's large, long buildings. Rosebushes are the firm's other specialty, and several years ago Mr. Van Hevelingen built a large wooden structure under which rosebushes are heeled in the earth floor to protect them from the wind.

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Gallon	4.50
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Available in 4-oz., 8-oz., 16-oz. and up containers.

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shipping and storage building was built by Peterson & Dering along the railroad through Scappoose, and this spring behind it were added a laboratory, a reconstructed greenhouse and a hybridizing garden, where research is being conducted by Gordon Von Abrams. Stretched out beyond are the 120 acres on which over a million roses are grown annually. An additional 300 acres are put into grain and cover crops, which attract many ducks for which the firm's owner, Mike Dering, likes to hunt.

The Dering family, consisting of Mike and his wife, Amy, and their five children, all of school age, recently moved into a spacious new home atop a hill which affords a beautiful view of the mountain peaks. The house has been built to contain all the features wanted by various members of the family and to provide plenty of room for the Dering children. Mr. Dering has plans for landscaping the grounds when the construction is completed, which, of course, will include a rose garden. Mr. Dering's oldest boy, Pat, still in school, is an embryo rose grower, growing 7,000 rosebushes on his own.

Paul Doty, Doty & Doerner, Inc., is now assisted by two of his sons in the business, James, who is in the office, and Jack, who is interested in maintenance and equipment. And the Dotys' third son, Ken, will enter the business upon graduation from Cornell University in a year. Jack Doty was married last month and resides at the Wilsonville planting of the nursery, where young evergreen stock, fruit trees, perennials and rosebushes are grown. A large section there is being bulldozed and cleared of timber for expansion. Older plantings at Metzger are being cleaned up. The large camellia stocks are mainly located in the greenhouses and lath houses at the office location on Capitol highway.

Wayne Melott, Carlton Nursery Co., recently purchased a large range of greenhouses and a home next door, into which he and his family have moved. They are located near the nursery office on the highway at Forest Grove.

The office and large, hollow-tile warehouses of A. McGill & Son, built on the main line of the Union Pacific railroad siding at Fairview are a model of efficiency and good planning, as are the fields located not far away. About 175 acres of land are devoted to growing fruit tree seedlings, shade trees and ornamental specialties, which are sold over most of the United States. Owner Wayne McGill plans to expand the firm's western

market. Mr. McGill still has as a memento the first dollar ever earned by the firm, which his father, A. McGill, collected for nursery stock sold in Canada.

A nursery in the heart of the city is the Portland Wholesale Nursery Co., wholesale agents, managed by Avery H. Steinmetz. Offices and shipping facilities are located in a spacious building on Southeast Twelfth street. Recently the firm bought an old 5-acre farm site on Stark street at Southeast Fifty-first street. In time it is planned to locate and ship most of the nursery stock there. At present only local orders are filled at the Stark street place. The Portland Wholesale Nursery Co. has been expanding its supply business, and this will continue at the Twelfth street offices.

The Stark street branch was formerly Paradise Spring farm and has been a nursery for about seventy-five years. In the center of the property is a home, in which Paul Van Allen, who became associated with the firm about six years ago, and his family live. The 65-year-old barn is to be razed for a new nursery building. At the front section of the property are many beds one to one and one-half feet deep filled with sawdust into which balled and burlapped plants are heeled prior to shipping. At the rear of the property are large plantings of rhododendrons and other stock under a sprinkler system.

RECENTLY incorporated is the Pleasant Hills Nursery at Glenburn and Route 51, Pittsburgh 27, Pa. Owners of the new company are Richard S. Dodds and Clyde E. Zinkham.

STATEMENT of the ownership, management and circulation required by the act of Congress of August 24, 1912, as amended by the acts of March 3, 1933, and July 2, 1946, of American Nurseryman, published twice monthly, at Chicago, Ill., for October 1, 1949.

1. The names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, American Nurseryman Publishing Co., 314 S. Dearborn St., Chicago 4, Ill.; Editor, F. R. Kilner, 343 S. Dearborn St.; Managing Editor, None; Business Manager, F. R. Kilner.

2. The owner is: American Nurseryman Publishing Co., Chicago; the names and addresses of stockholders owning or holding one per cent or more of total amount of stock are: F. R. Kilner, 343 S. Dearborn St., Chicago 4, Kilner Family Trust, Kenilworth, Ill.

3. The known bondholders, mortgagees, and other security holders owning or holding one per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. Paragraphs 2 and 3 include, in cases where stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner.

5. The average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the twelve months preceding the date shown above was 6906.

(Signed) F. R. Kilner, Business Manager.  
Sworn to and subscribed before me this 30th day of September, 1949. Nellie E. Ryan, Notary Public.

(My commission expires July 24, 1952.)

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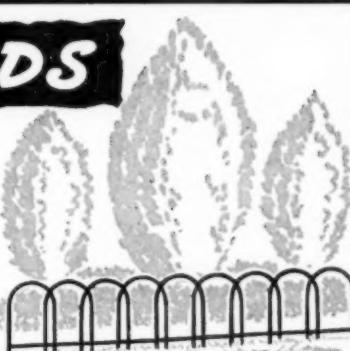
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Because the company is old does not mean that it is not modern, for tractors and mechanized equipment can be seen dotting its rolling farm land during any working day. Some things can be cultivated better by using a horse-drawn cultivator, according to Donald C. Brown, president, and as long as that is true, horses are being used, too. Mr. Brown is an ardent horseman and admits that he will regret dispensing with animals when machinery completely takes their place.

Not only has the company been in business a long time, but its employees have seen many years of nursery work. Theophile Cusse, who now works in the shipping shed, has been with the company for forty-two years. He has worked for Brown Bros. Co. since he came to the United States from Belgium. William Kuhn, 83, has worked for the firm for forty years and has been in nursery work since he was 13. John Kusse, office superintendent, has been with the firm since 1891.

The nursery buildings include a new cinderblock office building and a large, windowless storage shipping shed, said to have been the first such nursery building in the United States. Among the buildings is a mud-walled farmhouse which is 125 years old and is considered unique in that region.

Field work at the nursery is under supervision of Albert Salmon, and sales are handled by a staff of about twenty-five full-time salesmen. At rush periods, approximately seventy-five part-time salesmen are added to the sales staff, which is rapidly achieving the million-dollar mark for annual sales, which cover Michigan, Ohio and all of the area eastward to New York, New Jersey and the New England states.

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